COPY A

OREIGN TRADE

CHICAGO PUBLIC LIBRARY
SEP 21 1948
DOC.

IV OTTAWA, AUGUST 28, 1948 No. 87

NOTICE TO SUBSCRIBERS

Subscribers are requested to renew their subscriptions to *Foreign Trade* on receipt of a notice from the King's Printer, Government Printing Bureau, Ottawa. Renewal notices will be mailed to subscribers four weeks prior to the expiry date of their subscriptions. If no reply has been received by this date, the name of the subscriber will be removed from the mailing list on the assumption that he no longer wishes to receive this publication.

***Foreign Trade* is published weekly, in English and French. The subscription rate is *One Dollar* per year for delivery in Canada and *$3.50* per year for delivery outside Canada. A limited number of single copies is available for ten cents a copy. All subscriptions and orders should be forwarded to the King's Printer, Government Printing Bureau, Ottawa.**

Published by Authority of
Right Hon. C. D. Howe
Minister of Trade and Commerce

M. W. Mackenzie
Deputy Minister

FOREIGN TRADE

OTTAWA, AUGUST 28, 1948

Published Weekly
By
Foreign Trade Service
Department of Trade and Commerce

In This Issue

Newfoundland—Special Marketing Problem Presented 394
Canada—Ten Countries Receiving ERP Goods from Canada ... 397
Belgian Congo—Transportation facilities Assist Visitors 398
Canada—Mission from Israel Seeks Supplies from Canada 400
French Indo-China—Trade and Exchange Regulations Explained 406
Germany—Livestock Development in Bizonia Encouraged 408
New Zealand—Meat Contracts Signed with United Kingdom 409
Fiji—Sugar Shipments Have Shown Substantial Increases 410
Germany—Reaction to Currency Reform not Unfavourable 413
Sweden—Export Prices of Swedish Pulp Increased in 1947 414
United Kingdom—Passenger Traffic by Sea and Air Improving 415
Canada—Amendments Made to Export Permit Regulations 417
Canada—Chart of Canadian Trade with New Zealand 418
Hong Kong—Photographs of Canadian Cattle Being Landed ... 419
Canada—Effect of New Zealand Financial Move on Trade 420
Canada—Canadian Imports, by Areas 421
Canada—Canadian Imports, by Countries 421
Canada—German Industrial Plants Available as Reparations .. 424

Regular Features

Agencies Concerned with Foreign Trade Development 444
Commodity Comments 402
Foreign Commercial Representatives in Canada 442
Foreign Exchange Quotations 435
Foreign Trade Service Abroad 438
Foreign Trade Service—Head Office Directory 436
Trade and Tariff Regulations 424
Trade Commissioners on Tour 425
Transportation 426
Departures from Montreal 426
Departures from Quebec 430
Departures from Halifax 431
Departures from Saint John 431
Departures from Vancouver—New Westminster 432

COVER SUBJECT—Unloading Canadian flax in Liverpool. Shipments of flax, hemp fibre and tow in 1947 amounted to 28,111 cwts., valued at $576,569, of which approximately 50 per cent was exported to Great Britain. Canada is expected to produce a near-record crop of flax-seed this year, amounting to some 18,000,000 bushels, compared with 12,200,000 bushels in 1947.

Newfoundland Presents Special Marketing Problem For Canada

Sales methods influenced by small population, distributed in many settlements along 6,000-mile coastline—Purchases being made on hand-to-mouth basis, pending confederation with Canada—No change in commissions or discounts contemplated.

By R. Campbell Smith, Commercial Secretary for Canada

ST. JOHN'S, August 16, 1948.—Businessmen in both Newfoundland and Canada are devoting a good deal of attention to the possible effects of union between these two countries. Canadian manufacturers and exporters will be particularly concerned about any adjustments that may be necessary in their present relations with their customers and representatives in Newfoundland.

Some of the uncertainty reigning in business circles in Newfoundland since the beginning of the referendum campaign has been removed by the announcement that Canada has invited Newfoundland to become the tenth province. Confederation means, however, that Newfoundland business must prepare itself for trade directed along new lines. Newfoundland has been a net earner of American dollars, and consequently American goods which compete with those produced in Canada have, in the postwar period, become well known to the consumers in this market.

In some cases, American products are cheaper or more readily available than those from Canadian sources. Under the present Canadian austerity program, the Newfoundland merchant is aware that many of the goods now being imported from the United States will be prohibited or at least restricted unless a drastic change in the exchange control program takes place before confederation is finalized.

There is thus a tendency to purchase more American merchandise and a determined effort to reduce inventories of Canadian goods.

On August 10, it was announced by the Canadian Government that a customs merger between the two countries was not practicable before March 31, 1949. While this announcement has assured Newfoundland merchants that merchandise brought in for winter stocks will not drop in value by virtue of the removal of duties, there is a reluctance on their part to place orders in Canada for any but such items as foodstuffs, winter clothing, waterproof clothing and boots, and fishermen's supplies required by the outlying areas cut off from navigation from December till April.

Purchases on Hand-to-Mouth Basis

Purchases for St. John's, the Avalon Peninsula and the south coast will continue on a hand-to-mouth basis, as, since the beginning of the year, while the subject of confederation was at issue. Although there is apparently no probability of a customs union taking place before March 31, 1949, it will not be known for some time what date may actually be selected. This presumably will have to be decided in consultation with the delegation from Newfoundland that will shortly meet with Canadian government officials in Ottawa. Whatever the date decided upon, retailers plan to dispose of all Canadian goods on hand before the turnover takes place. Wholesalers and importers will endeavour to keep in step with the retailer, and, in so far as bonded warehouse facilities will permit, goods will be kept in bond and drawn upon in small lots during the period

Courtesy Canadian Geographical Society

leading up to a customs union. The warehouse space available for this purpose in St. John's and Corner Brook cannot accommodate the stocks which the importers and wholesalers would normally carry. Generously, it might be estimated that 20 per cent of the present space is bonded or is suitable for this purpose.

It is clear from these observations that buying, which has already been reduced during the first half of the year, will continue to decline until such time as Canadian deliveries can be so programmed as to be cleared from customs after the confederation date.

Regardless of any difficulty in importing American goods under Canadian rates of duty, the present tendency to divert purchases to the United States will probably continue until such time as American goods are cut off by competition from Canadian manufacturers or by exchange restrictions.

The business firms in Newfoundland who represent, or who have exclusive buying agreements with Canadian manufacturers, are trying to anticipate what changes may be contemplated by Canadian manufacturers

with respect to their selling arrangements in this market. It will be appreciated by the Canadian companies that Newfoundland is a unique market that will not adapt itself readily to the same sales methods prevailing in Canada. It is natural for some to assume that Newfoundland should be grouped with the Maritime Provinces as one sales territory. A study of this market will, in most cases, indicate this is impossible. The population of Newfoundland is not great, and is spread over 3,000 settlements, most of which are distributed around a 6,000-mile coastline. The present road and railway communications contact only a fraction of these communities. Of the remainder, a fair proportion is reached by ship at varying intervals. This makes it essential for the Canadian manufacturer to have individual sales organizations in Newfoundland. That is, he must sell through a local representative or make direct sales arrangements with the Newfoundland import or wholesale houses. While it is commendable for the manufacturer to send his own salesmen to visit Newfoundland from time to time, he will not be able to cover the market adequately, not, at any rate, without great expense.

Question of Commissions Must be Considered

The question of commissions and discounts must likewise be carefully considered before any changes are made following confederation. The total possible sales for any one product do not reach large figures, but considerable time and expense is involved for an individual representative in the country, or for the sales organization of the importer or wholesaler, in any sales made. Regardless of the fact that Newfoundland will eventually come within the borders of Canada, these factors will remain unchanged and no reduction of commissions or discounts should be contemplated without a knowledge of the pecularities of this sales region.

Since it became evident that Newfoundland would be invited to enter into confederation with Canada, many inquiries have been received for Canadian sources of supply. Canadian manufacturers and exporters, who have not already done so, should write the office of the Commercial Secretary for the usual assistance in finding suitable representation or selling connections.

New Service to St. Pierre and Miquelon Inaugurated

Regular service between Halifax and North Sydney, Nova Scotia, and St. Pierre and Miquelon, with sailings every ten days, has been inaugurated by the Blue Peter Steamships, whose agents are the Montreal Shipping Company Limited. The vessel being used on this new run is the *M.V. Atlantic Charter,* which has a cargo-carrying capacity of 250 tons, as well as passenger accommodation for thirty persons.

Select agents with care. Consult the trade commissioners or banks. Once the agent has been appointed, do not change without a thorough investigation into the reasons why business has not reached the volume anticipated, and also into the merits of the proposed agent as compared with the original representative. Pay commissions promptly in accordance with agreement. (*See our ABC of Canadian Export Trade, page 45.*)

Ten Countries Participating in ERP Get Supplies in Canada

Forty-six per cent of "off-shore" authorizations, or $198,374,093, assigned by Economic Co-operation Administration to Canada as at August 16—General procurement authorizations for Canada and United States valued at $10,318,048.

PROCUREMENT authorizations for countries participating in the European Recovery Program were valued at $1,183,561,589 on August 16, according to a statement issued in Washington by the Economic Co-operation Administration. Of this amount, $431,488,542 consisted of "off-shore" authorizations, 46 per cent of which, or $198,374,093, being assigned to Canada. Authorizations included a total of $150,537,330 for ocean and inland freight.

Supplies are being sought in Canada for ten countries, the bulk of which will be shipped to the United Kingdom, with the Netherlands, France, Denmark, Austria, Italy, Norway, Greece, China and the French Zone of Germany following in that order, as listed below:

Authorizations for Canada, by Countries

United Kingdom	$178,050,000
Netherlands	7,727,894
France	6,397,140
Denmark	2,373,431
Austria	1,928,590
Italy	1,000,000
Norway	570,000
Greece	172,038
China	85,000
French Zone Germany	70,000
Total	$198,374,093

General authorizations which indicate Canada and the United States as sources of supply amount to $10,318,048, though it is not presently known how much of this total will consist of commodity purchases in this country. Commodities authorized for procurement in Canada are as follows:

Authorizations for Canada, by Commodities

Wheat	$ 79,522,044
Bacon	32,900,000
Wheat flour	22,800,000
Aluminum	13,220,000
Lumber	13,000,000
Copper	6,480,000
Wood pulp	6,011,000
Zinc	5,079,100
Cheese	3,700,000
Lead	3,500,000
Flaxseed	3,428,640
Coarse grains	2,650,000
Linseed oil	2,164,690
Oilcake and/or meal	1,287,650
Fertilizer	722,038
Hides, skins and leather	661,400
Carcass beef	550,000
Fish meal	135,261
Seal oil	134,400
Nickel	118,500
Asbestos	100,000
Rapeseed and meal	70,170
Motor vehicle parts (trucks)	56,700
Rubber	41,000
Linseed meal	41,000
Total	$198,374,093

15029—2½

General Authorizations, by Commodities

Horse meat, canned	$ 6,360,000
Wheat flour	1,050,608
Flaxseed	1,000,000
Wheat	941,320
Protein feed	350,000
Brass sheets and strips	348,000
Tallow and grease	253,000
Canvas	15,120
Total	$ 10,318,048

Visitors to the Belgian Congo Find Air Travel Convenient

Plane is preferable for local and foreign trips—Passports and visas necessary—Tropical clothing recommended for wear—Tourist trade being encouraged.

By L. H. Ausman, Canadian Government Trade Commissioner

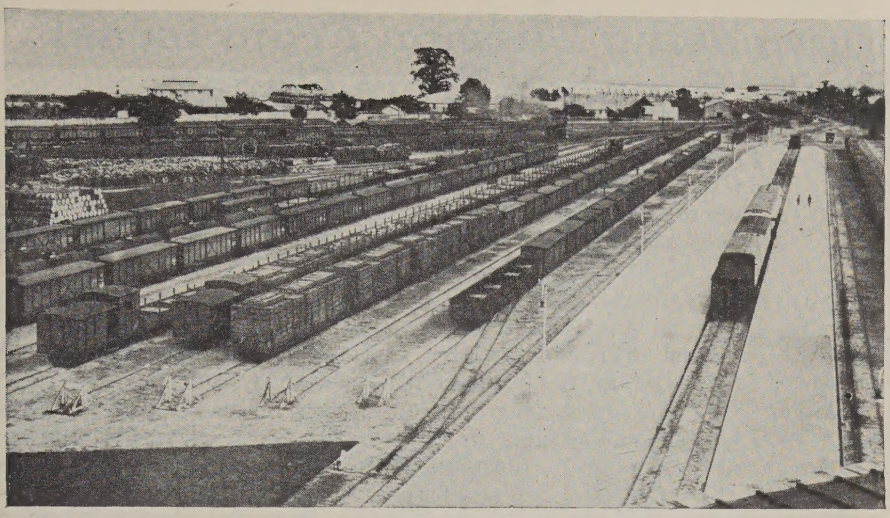
(Editor's Note—This is the seventh in a series of articles on the Belgian Congo, prepared for Foreign Trade. The previous articles appeared in the July 10th, July 24th, July 31st, August 7th, August 14th and August 21st issues.)

LEOPOLDVILLE, May 24, 1948.—Air travel is the most satisfactory way of reaching and travelling within the Belgian Congo; all important centres may be reached by one or other of the airlines. If time is of no importance, boat and rail services may be used. The railways are as comfortable as could be expected in central Africa, but are not air-conditioned. Sleeping and dining cars exist where the length of the journey so requires, but the traveller must be prepared for heat, dust, and tediousness. River and lake travel is provided by large passenger vessels, affording very comfortable accommodation in deluxe cabins, for which a premium over the regular fare must be paid. Meals are reasonably good, but it is advisable for the traveller to drink bottled water. Much of the Congo can be covered by motor car but, except in the east of the Colony, the roads are poor, particularly after heavy rains. Hotels, guest houses, and service stations are found at reasonable intervals on all routes. The Belgian Congo Touring Club can usually supply information on current road conditions.

Hotel accommodation is available in all the principal centres, though in many cases it is far below Canadian standards. At present, accommodation is overtaxed, particularly in Elizabethville and Leopoldville, and reservations should be made well in advance. In the tourist resort areas, pleasant guest houses are usually available. In many of these the standard of food and comfort is excellent.

It is not customary to give gratuities to Europeans. Tips to native boys range from two to five francs to dock and railway porters to as much as ten per cent of the cost of a meal in a better class hotel. Airline hostesses and employees are not permitted to accept gratuities. In spite of this, the native porters usually expect and receive tips. It is better to use Congo currency for this purpose if it is available.

Canadian travellers may carry Canadian or American travellers' cheques, letters of credit or currency. The currency should be declared and entered on the passport. This is particularly important in the case of Belgian currency. Travellers' cheques will usually be cashed only at a bank.



Belgian Congo—Railway station at Leopoldville, which is a junction on the Congo River for rail and river services. The Congo is not navigable for large ships beyond Matadi, from which a railway extends to Leopoldville around the cataracts. *Belgian Congo Information Service*

All travellers must have a valid passport and visas for the Belgian Congo. Certificates of yellow fever inoculation and smallpox vaccination are also required. Yellow fever inoculations must have been taken within the past four years, and smallpox within two. It is advisable also to have a general health certificate issued immediately before leaving Canada. The yellow fever certificate must be produced before leaving Leopoldville and certain other control points.

In view of the prevalence of malaria-carrying mosquitos in many parts of the Colony, travellers should provide themselves with one or other of the recognized prophylactics such as quinine, atabrine, or paludrine. These are available from pharmacies in the Colony, but should be taken before arrival in the tropics. Medical and hospital services exist throughout the Congo and a wide range of drugs, medicines and toilet preparations are obtainable at high prices.

British and South African Consulates General are established at Leopoldville and consulates of each are located in Elizabethville. Career or honorary consulate officers also represent the United States, France. Portugal, Switzerland, Italy, Greece, Norway, Sweden, Denmark, and the Netherlands in Leopoldville and other centres. In addition to the Canadian Trade Commissioner in Leopoldville, there are commercial representatives of South Africa, Switzerland and France, all stationed in Elizabethville.

Light Clothing Recommended for Visitors

Light clothing, preferably of the palm beach or tropical worsted type, is recommended for visitors. A sun helmet and dark glasses are desirable. In the eastern Congo, heavier suits may be worn during the dry (cool) season from May to October.

The Belgian Congo is making an effort to attract tourists, not only for the traditional hunting but to patronize the pleasant resort area around Lake Kivu, Albert National Park, and the mountains on the eastern border of the Colony. Air travel, which puts Europe only 24 hours and New York two days away, will do much for this trade, and there is no doubt that tourism will provide the Colony with an increasing source of revenue.

Purchasing Mission From Israel Seeks Supplies From Canada

Foodstuffs, army clothing and tents for emergency housing on list submitted to Department of Trade and Commerce— Two million cases of oranges per annum, essential oils, citrus juices and possibly potash available for shipment to Canada.

FOODSTUFFS, army clothing and tents for emergency housing are being sought in Canada by members of a purchasing mission from the State of Israel, which is prepared to supply some two million cases of oranges in part payment of commodities obtained from this country.

Members of the purchasing mission, which discussed their requirements with government officials in Ottawa last week, are: Dr. Herbert Foerder, Food Controller in the Government of Israel and head of the mission; Col. Benarzi and Joseph Jacobson, who are particularly interested in obtaining army clothing and other supplies; Samuel I. Zacks, President of the Zionist Organization of Canada; and Samuel Berger, K.C., of Ottawa, who will act as liaison between the official government representative of the State of Israel, in New York, and suppliers in this country.

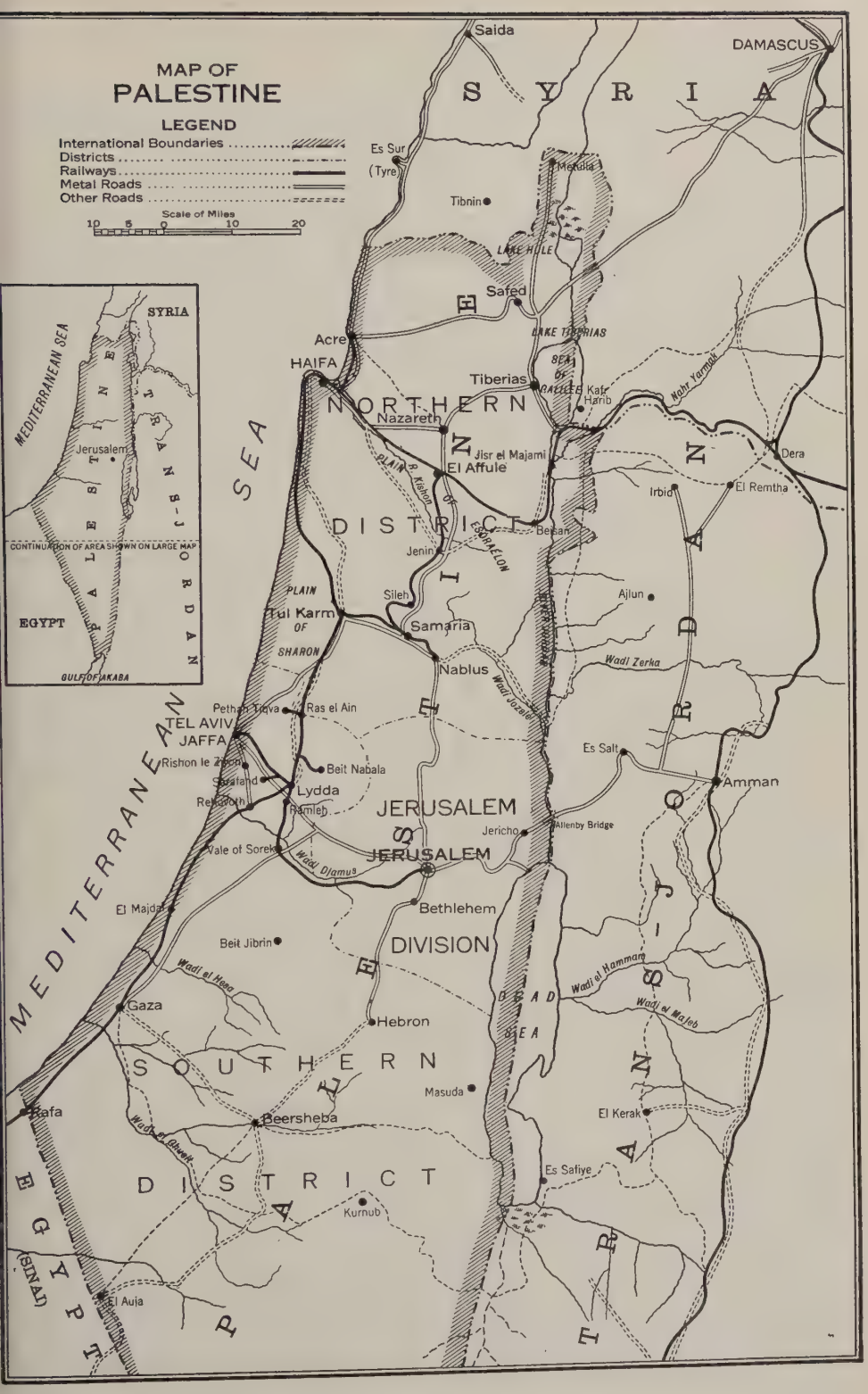
Government officials who discussed their requirements with members of the mission are: G. A. Newman, Acting Director, Export Division, Foreign Trade Service; G. F. Clingan and K. L. Melvin, of the Export Division; and J. D. McCarthy, Secretary of the Canadian Commercial Corporation.

Long-term Trade Relations Desired

Dr. Foerder indicated that he was particularly interested in establishing long-term trade relations with Canada, and stated that the principal products required by his government at this time were: Wheat, 8,000 tons a month; feeds, such as barley, maize, etc., 7,000 to 8,000 tons a month; kosher meats, either frozen or canned, 1,000 to 1,200 tons a month; cheese, 500 tons a month; and fish, mainly canned salmon and fresh frozen fish. The Food Controller also pointed out that his government would be in a position to furnish Canada with essential oils, citrus juices in concentrated form and possibly potash, in addition to some two million cases of oranges per annum.

Immediate requirements included 5,000 tons of barley, 2,000 tons of meat and 500 tons of cheese. It was explained that the allocation of wheat and feeds was the responsibility of the Canadian Wheat Board. The mission was informed that canned meats could be made available at once, and that the provision of beef would be given consideration. It was doubtful whether Canada would be able to supply any cheese, by reason of her contract with the United Kingdom, though this item might be discussed with the Dairy Products Board, Department of Agriculture. The mission was also informed that canned fish and fresh frozen codfish would be readily available.

Canadian exports to Palestine in 1947 were valued at $8,473,000, of which the principal items were: Wooden shooks, for boxes, valued at $4,355,000; wheat, 792,472 bushels valued at $1,174,539; and apples, 39,316 barrels valued at $396,062. A wide variety of other products was shipped to Palestine. Imports from Palestine in 1947 were valued at $31,000, of which the principal single item was unset diamonds.


MAP OF
PALESTINE
LEGEND
International Boundaries
Districts
Railways
Metal Roads
Other Roads
Scale of Miles
10 5 0 10 20
SYRIA
MEDITERRANEAN SEA
PALESTINE
TRANS-JORDAN
Jerusalem
CONTINUATION OF AREA SHOWN ON LARGE MAP
EGYPT
GULF OF AKABA
Saida
DAMASCUS
Es Sur
(Tyre)
Metulla
Tibnin
LAKE HULE
Safed
Acre
HAIFA
LAKE TIBERIAS
SEA OF GALILEE
Tiberias
Kafr Harib
Nahr Yarmuk
NORTHERN
DISTRICT
Nazareth
Jisr el Majami
El Affule
PLAIN OF ESDRAELON
Dera
Irbid
El Remtha
Beisan
Jenin
Sileh
PLAIN OF SHARON
Tul Karm
Samaria
Ajlun
Wadi Zerka
Nablus
Wadi Jozeh
Petah Tiqva
Ras el Ain
TEL AVIV
JAFFA
Rishon le Zion
Beit Nabala
Sarafand
Lydda
Rehovoth
Ramleh
Es Salt
Amman
JERUSALEM
Jericho
Allenby Bridge
Vale of Sorek
Wadi Djamus
El Majdal
Bethlehem
Beit Jibrin
DIVISION
Wadi el Hesa
Wadi el Hammam
Wadi el Majeb
Gaza
Hebron
DEAD SEA
SOUTHERN
Masuda
Rafa
Beersheba
El Kerak
Wadi el Biruk
DISTRICT
Es Safiye
Kurnub
EGYPT
(SINAI)
El Auja
MEDITERRANEAN

Commodity Comments

By Export Division, Foreign Trade Service

Foods and Related Commodities

Linseed Oilcake Meal.—With the easing of the domestic supply situation, export permits are being granted to processors for 60 per cent of their production of this commodity for August and September, and 20 per cent for October and November, which may be exported to any country under I.E.F.C. allocation of oilcake meals.

Linseed Oil.—Under a concession granted by I.E.F.C., and until further notice, export permits are being granted freely for any amount to any destination, providing applications are accompanied by acceptable evidence of firm sale. Exports are subject to import regulations and controls of all countries, and at present import licences are not being issued by the United States for Canadian produce.

Cheddar Cheese.—All cheddar cheese produced in Ontario and Quebec during the period July 26 to October 31, inclusive, is being requisitioned by the Dairy Products Board for the United Kingdom. The quantity of cheese tendered to the Dairy Products Board from the beginning of the year to August 6 amounted to 13,636 boxes as compared with 184,811 boxes tendered during the same period last year.

Cheddar cheese production during the period January-July of this year was 51,730,000 pounds as compared with 69,811,000 pounds during the same period last year, a drop of 25·9 per cent.

Exports of cheddar and processed cheese are also being permitted to Newfoundland, the British West Indies and St. Pierre and Miquelon.

Leaf Tobacco.—Advice has been received to the effect that the United Kingdom has allocated $7,000,000 for Canadian leaf tobacco. The bulk of this will be for flue-cured leaf, although a very small quantity of burley may be purchased.

Investigations are being carried on by the Department with respect to other possible export outlets for the balance of our anticipated surplus from this year's production.

Decontrol of Fish Meal.—This commodity has been removed from the list of items requiring an export permit (Order in Council P.C. 3478 of August 3, 1948).

Current Export Market Possibilities for Fish.—Belgian Congo, cheaper grades of dried salted fish; Cuba, salted groundfish (cod and related species), bloaters (Santiago area); Mexico, salted groundfish, canned fish; Italy, salted groundfish, canned salmon; Japan, dry salt chum salmon, dry salt salmon roe; Greece, dried cod, mild cured herring, salmon, pilchards, and sardines; and Saudi Arabia, canned fish.

Exports of Fish Higher.—Exports of fresh and frozen fish are considerably higher so far this year than they were during the corresponding period in 1947. This is mainly due to the increased demand for this fish in the United States market. However, salted and canned fish shipments are lower, resulting from a smaller production of these kinds of fish in the first part of the current year.

Fish Trade News Available.—Exporters interested in obtaining information on the fishing industry of Canada should communicate with the Director of Information, Department of Fisheries. A special bulletin is published monthly by the Department of Trade and Commerce and includes current news on foreign markets, assembled from reports received from the Canadian Trade Commissioners.

Machinery Metals and Chemicals

Million-ton Capacity Steel Plant to be Erected in India.—The first step in the creation in the Government of India's million-ton steel production works was the recent appointment of Messrs. Koppers, a well-known Pittsburg firm, as one of the consultants for their new project. This contract was signed by Mr. S. A. Venkataraman, Secretary, Industry and Supply Ministry, for the Government of India, and by Mr. Peter V. Martin, for the American firm.

Messrs. Koppers and two other consultants, Arthur McKee and Company of Ohio, and International Construction Company of London, with whom similar agreements will be signed shortly, are to make surveys of the resources and possibilities in this connection. It will be decided by the Government whether to establish one plant of one million-ton capacity or two plants each of one-half million-ton capacity. Sites will also be selected. The preliminary reports of the consultants are expected within six months of their appointment.

Special Equipment Sought for Belgian Congo.—The Agricultural Service of the Belgian Congo have informed the Canadian Government Trade Commissioner in Leopoldville that they are interested in equipment for producing "Mist". They require a continuous fine spray, which permits the maintenance of a humid atmosphere but with a minimum consumption of water. There is a four-month dry period without any rain, and the Agricultural Service are interested in the development of vegetable growing by use of irrigation methods.

Oil Refinery Equipment Sought.—The Anglo Iranian Oil Company have secured a release of some $2·5 million from the United Kingdom Government for the purchase of equipment in the United States or Canada on the basis that deliveries are more favourable on this side. The New York office of the Anglo Iranian Oil Company, 610 5th Avenue, New York, have advised Mr. M. T. Stewart, the Canadian Trade Commissioner, that they are in the market for component materials in Canada for a crude oil topping plant to be erected in Haifa. The engineering firm of E. B. Badger and Sons, 500 5th Avenue, New York, have been charged with the designing, purchasing and erection of this plant, but it is understood that the Anglo Iranian Oil Company retain some authority in the matter of purchases.

New Range of Trucks for Export.—A new range of ultra-modern trucks known as the "Comet" has been announced by Leyland Motors Limited, Leyland, Lancs., England, truck manufacturers. The most noteworthy feature of this series is the unusual frontal appearance, which combines with the flowing lines of the comfortable car-type cab to give the customer something entirely new in outline. The Comet is intended for the overseas market, to fill the weight-carrying gap between the heavy-duty, twelve-ton vehicle, and the medium-capacity vehicle produced from strengthened car units. In truck form, the Comet is offered in three different wheelbases. There is a choice of gasoline or diesel engine. Designs are also completed for an export passenger chassis for a 32-35 seater body, production of which will start in the first half of 1948. This

15029—3

chassis will have the same frontal appearance as the trucks. The name chosen for the new range of models is a tribute to the Comet heavy cruiser-tank, designed and built by the company during the war. Britain's fastest, most heavily-armoured tank, with a 77 mm. high-velocity gun, it played a major part in the destruction of the enemy. Canadian address of the company is Leyland Motors Limited, 589 King Street East, Toronto, Ontario.

Canadian and South African Implement Firms Sign Agreement.—The Board of Directors of the South African Farm Implement Manufacturers Limited announces that an agreement has been concluded with the Massey-Harris Co. Limited, Toronto, establishing an association between the two companies in respect to technical advice, collaboration and joint manufacture of agricultural machinery for the Union of South Africa and also certain export territories.

The directorate and management of the South African firm remains in the hands of those who have been associated with this industry since its inception and the control remains in South Africa.

The Massey-Harris sales organization will join the existing distributing organization of Safim in respect to the sale of Safim goods in the Union of South Africa and Protectorate.

Mechanization of Rice Production in Malaya.—The Federation of Malaya announces a long-term program for the mechanization of padi production. This will require extensive experiments to meet the particular requirements of rice production in Malaya, which are not entirely suitable to present mechanical production methods used in other countries. It is hoped that padi acreage will be increased by some 800,000 acres as the result of this program. Several of the larger Canadian agricultural machinery manufacturers have been invited to give their attention to this matter, and it is felt that machinery can be developed to meet this problem.

Wood and Paper

Purchases Made Under ECA Reimbursement Plan—Recent authorizations released by ECA, Washington, included $12 million for purchases of lumber in Canada by the United Kingdom. However, the $12 million was actually authorized for the purpose of reimbursing British Treasury for purchases of lumber in Canada during the period April to June, 1948. This is a concrete example of purchases made under the reimbursement plan, a special provision set up in the administration of ERP funds, which permits a country to conduct business transactions and later apply for reimbursement of funds expended. In other words, authorizations released by ECA for purchases under ERP do not always indicate new business.

Lumber Availabilities Lower.—The Timber Committee of the Food Agricultural Organization/Economic Commission Europe recently issued a statement covering world availabilities of lumber for the coming year. It was pointed out that importing countries would be faced with a 13 per cent decrease in lumber availabilities as compared with the 1948 level. Numerous factors will contribute towards this deficiency, and it is indeed regrettable that importing countries were not in a position to take advantage of 1948 availabilities. However, Canada would be capable of absorbing a portion of this deficiency, providing orders were forthcoming.

Canadian Wood Turning Industry Experiencing Marketing Difficulties.—The Canadian wood turning industry is experiencing difficulty in marketing its respective products. The United Kingdom, to which some Canadian producers have normally catered, is no longer in a position to purchase Canadian products.

Position of Newsprint Shipments to United Kingdom Obscure.—The situation regarding the export of Canadian newsprint to the United Kingdom for the balance of 1948 and for the year 1949 is still obscure. The possibility of Marshall Aid funds being used for the purchase of newsprint has not yet been clarified. The United Kingdom has requested that consideration be given for newsprint to be included in the disbursement of ERP monies. Other ERP countries, such as Portugal, Greece, Belgium, Eire, are reported to have made similar requests.

Delivery Price of Canadian Newsprint Raised.—The delivery price of Canadian newsprint was raised by most of the producers to the extent of $4 per ton, effective August 1. This will bring the price of Canadian newsprint in New York to $100 per ton. Increased manufacturing costs, increased wages and increased freight rates are among the reasons given for the latest increase.

Test Run of Straw Pulp Made at Thorold.—The Ontario Paper Company, Ltd., Thorold, Ontario, recently made a test run of newsprint containing straw pulp. While it has been reported that the costs are above newsprint manufactured from all woodpulp, a test run indicated that straw pulp can be used for paper advantageously in certain higher-grade papers.

New Installations Rumoured for Canadian Coasts.—The Canadian pulp and paper world is buzzing with rumours and reports of new installations on both coasts and even in one of the Western Provinces. Reports include board mills and a large pulp mill on the West Coast, a mill in the Red Deer area of Alberta, and a large newsprint and kraft unit in the Maritimes. It is not clear how many of the projected installations will reach fruition. The possibility of the development of a pulp and paper industry in the Alaskan Panhandle is by no means a dead issue. Recent activity by at least one United States organization indicates continuing interest.

Export Shipments of Kraft Wrapping Papers.—Mill shipments for export of kraft wrapping papers are running considerably behind last year, which is an indication of a continued tightness of the supply position and may also reflect the trend of basic producers to integrate their operations in the converting fields.

General Products

Annual Toy Fair Scheduled for Montreal.—The ninth annual Canadian Toy Fair is scheduled for Montreal, it has been officially announced by Canadian Playthings Manufacturers Inc., sponsor of this annual trade show. While actual dates have yet to be announced, it is believed that the 1949 exposition of toys and games may go before the buyers slightly earlier than previously (usually March).

In view of Canada's import restrictions on playthings, it is expected that greater emphasis than ever will be placed on the products of Canada's many factories by attendant buyers, which will likely include trade visitors from South Africa, Sweden, United Kingdom, United States, Newfoundland, etc. Canada's exports of dolls and toys for June, 1948, as recorded by the Dominion Bureau of Statistics, registered $533,002. This figure is by no means complete, as it does not include several items that can be considered playthings, but which are bulked under other headings in the trade figures.

15029—3½

Trade and Exchange Regulations Introduced by French Indo-China

Imports from other parts of French Empire subject to price schedule but not to exchange control—All other imports classified according to source of exchange to pay for them—Overseas suppliers must be represented in Indo-China—Issue of import licence guarantees provision of exchange—Flexible interpretation of export control regulations.

By K. F. Noble, Canadian Government Trade Commissioner

HONG KONG, July 21, 1948.—Imports into French Indo-China from other portions of the French Empire are not subject to exchange control but are subject to price schedule established by the Bureau of Economic Affairs, Saigon.

All other imports are divided into two groups, as follows:

(*a*) Imports under the Rehabilitation Program, prepared and sponsored by the Bureau of Economic Affairs and financed by foreign exchange allotted to French Indo-China by the French Government.

(*b*) Items of an unprogrammed nature that are licensed by the Bureau of Economic Affairs for importation through private channel and financed by exchange originating alternatively from the export of uncontrolled items of domestic produce or by the Exchange Controller from foreign exchange surrendered in connection with the export of controlled items.

Imports Based on Funds from France

Imports under the Rehabilitation Program are financed by credits established quarterly or, more generally, on the basis of annual allocation of funds from France. As policy, about 80 per cent of each allocation is earmarked for the registered importers "syndicate", the residual 20 per cent being available for allocation to unaffiliated importers by the Director des Services Commerciaux du Ravitaillement, 41 Rue Lefebvre, Saigon. When and as rehabilitation project grants are received, the Bureau of Economic Affairs calls for tenders and contracts to the best advantage within the limits of the credit.

Contracts involving payment from the "syndicate" allotted funds are completed by the "syndicate" itself, while non-affiliated competitors submit tenders direct to the Bureau of Economic Affairs. The overall allocation of funds between the "syndicate's" tender and the tenders of independent merchants is made by the Services Commerciaux du Ravitaillement.

Overseas Suppliers Must be Represented Locally

Overseas suppliers should note that, to participate in the Rehabilitation Program, it is necessary that they be represented in French Indo-China, since it is only through such representatives that tenders can be submitted. There would theoretically be an exception in any case where funds are available but where neither the "syndicate" nor any individual trader is interested in quoting, and in such a case direct contact might be made with a supplier or suppliers overseas. In actual practice, this possibility is not likely to arise.

A second type of import trade arises from the approval by the Bureau of Economic Affairs of "applications for permission to import" by importers wishing to import commodities outside of the Rehabilitation Program.

Such applications are considered weekly in the light of the changing surplus of foreign credits under the control of the Bureau of Economic Affairs. On occasion, applications may be approved but, in general, such applications for unsponsored imports are refused on the grounds of unavailability of exchange.

Issue of Import Licence Guarantees Exchange

In all cases, the issuance of an import licence by the Bureau of Economic Affairs guarantees the necessary exchange in settlement, the exchange being earmarked for that purpose at the time of approval.

Exports from French Indo-China to elsewhere in the Colonial Empire are free from control save in the case of re-exports and of certain commodities, notably vegetable oils, fats and rice, which are subject to direction by the International Emergency Food Council.

Basically the exchange control regulations affecting exports aim at ensuring that credits will, with certain minor exceptions, accrue to the Exchange Control Board for the purpose of financing unprogrammed imports.

Issuance of an export licence is broadly contingent on the surrender of the exchange proceeds of the sale. Minor exceptions arise in the case of broken rice, timber and cement, wherein a varying percentage of foreign

exchange proceeds is left at the disposal of the exporter. Such free exchange can be sold to would-be importers prepared to finance purchases abroad or may be used by the exporter for the same purpose.

There is a flexibility to the interpretation of the export regulations, and the deciding factor in granting export clearance to any country is frequently the ratio between the value of export applications for shipment to that country and the total value of the requests by importers for permission to import named products from such country.

Need for Credit a Determining Factor

To illustrate the principle, where there were applications for export permits to two foreign countries and only one application can be approved, the need for a credit in one country or the other to finance pending import application will have a bearing on which of the two export licences will be approved.

Supplementing the two distinct types of trade in French Indo-China, there is the sale by tender of commodities acquired by barter negotiation of the French Government. Properly this type of trade is an adjunct of the "Rehabilitation Program" plan, since it is on occasion possible for the French Government to supply required commodities rather than the exchange for the permitted purchase of such commodities abroad.

Livestock Development in Bizonia Will Be Encouraged This Year

Military Government plans development as first step towards restoration of bizonal Germany's herds to prewar level—Re-establishment of sound balance between crops and livestock is object.

By B. J. Bachand, Canadian Economic Representative

FRANKFURT, July 8, 1948.—For the first time since the beginning of the occupation, official Military Government agricultural policy this year will encourage livestock development in the Bizonal area, as a first step towards restoring Bizonal Germany's herds to prewar level.

Prior to this year the acute world food shortage made it necessary to require that farmers devote almost all their land to the planting of essential crops for feeding Bizonia's 40 million inhabitants. Since the planting of fodder crops had to be greatly curtailed, the number of livestock had to be correspondingly reduced. This was accomplished annually through a series of livestock reduction programs, calling for specific slaughter quotas to be fulfilled by each of Bizonia's eight Laender.

Turning Point in Postwar Livestock Production

Bipartite officials recently felt that any further reduction in livestock, particularly in cattle numbers, would endanger the Bizonal supply of meats and dairy products. The new livestock policy is designed to re-establish a sound balance between crops and livestock. Adoption of the new policy marks the turning-point in the postwar history of livestock production in the Bizonal area, and the first step towards the presently-agreed long-range goal of building up Bizonal Germany's livestock numbers to prewar levels. Offcials said, although available fodder supplies are not sufficient to permit any appreciable increase in livestock numbers during the coming year, stress will be laid on improvement in quality and production of existing herds and their maintenance at present levels.

Stocks to be Improved and Increased

Careful consideration will be given to improving cattle stocks by selective selling, and by the development of high-quality milk cows through the use of supervisors and artificial insemination. From the standpoint of fat production, an increase in cattle stocks would be highly desirable, a Bipartite food and agriculture official stated. It would also help to increase the fertility of the soil. It is hoped to maintain the number of breeding cows at the present level, which will be sufficient to meet self-supplier requirements and provide approximately one million pigs, depending on fodder availability, for Bizonal consumption during 1948-49. Sheep numbers will be held to approximate prewar levels, with increased emphasis placed on improvement of sheep breeds and sheep management. Similarly with horses, the emphasis will be placed on improved breeding and further development of draft horses.

New Meat Contracts Signed Between United Kingdom and New Zealand

Price increase of 18 per cent estimated for 1948-49 season—Britain has agreed to take whole of New Zealand's export surplus until 1955 —Pig meat is only exception—Increased meat exports asked by the United Kingdom.

By P. V. McLane, Commercial Secretary for Canada

WELLINGTON, July 29, 1948.—New meat contracts between New Zealand and the United Kingdom have been announced by the Minister of Marketing. The new prices were not specified, but it is estimated that for the 1948-49 season, New Zealand will receive a price increase of 18 per cent on the figure ruling for the last two years. Britain has agreed to take the whole of New Zealand's export surplus for the next seven years to 1955, with the exception of pig meat for which the contract runs to 1952, after which the quantities will be subject to review on two full years' notice. Prices for subsequent years after next season will be subject to annual review with a maximum variation, up or down, of 7½ per cent in any one year.

In addition to the agreement on prices, the United Kingdom has asked for an increase in New Zealand's output in the export of meat. The target, to be reached not later than 1955, is said to be an additional 50,000 tons. The United Kingdom on its part has promised assistance to New Zealand in obtaining materials and machinery necessary to ensure this expansion of production.

It is estimated that New Zealand's national income will be increased by N.Z.£5,500,000 under the terms of this new agreement.

New Zealand's meat killings for export since 1939 have averaged approximately 344,000 tons annually. The increase of 50,000 tons sought by the United Kingdom by the end of 1955 will be approximately 15 per cent.

There seems to be considerable satisfaction in New Zealand with the outcome of negotiations. The Chairman of the Federated Farmers has expressed satisfaction, as well as the Acting Chairman of the New Zealand Meat Producers Board. It was pointed out that the projected production increase would involve producers in heavy expenditure by way of additional and replacement tractors, fencing materials, and other items of maintenance and capital expenditure. The chief satisfaction would seem to be that the extended term would mean stability for the industry and for every section of the community.

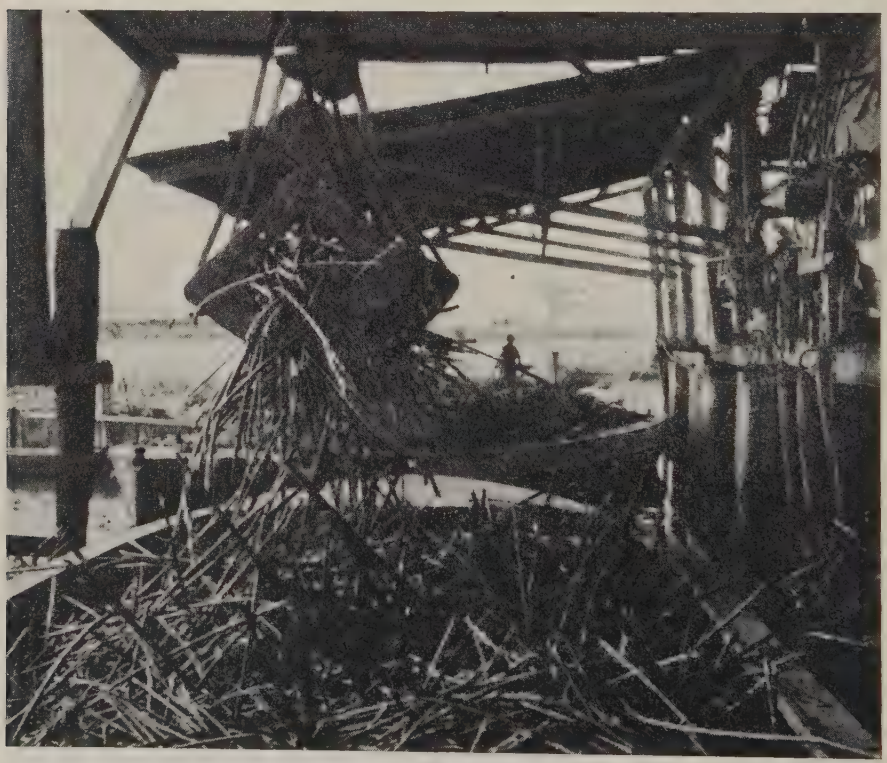
Sugar Shipments from Fiji Have Shown Substantial Increase

Imports and exports, valued at £11,259,188 in 1947, constitute a record—Shipments of sugar have risen from £536,201 in 1945 to £2,840,307 in 1947—Exports of gold increased from £694,956 in 1945 to £1,288,780 last year, while copra exports increased from £469,177 to £966,246 in same period.

By P. V. McLane, Commercial Secretary for Canada in New Zealand

WELLINGTON, June 24, 1948.—Fiji's 1947 sugar cane crop yielded an average crop, with the quality of cane not as good as in preceding years. The cane harvested by Indian growers amounted to 1,025,578 tons, and by Fijian growers, 19,950 tons. The price average of 31s. 1d. per ton, with a small amount still to be paid when all sugar has been shipped, has yielded an excellent return to growers.

By arrangement between the government and the Colonial Sugar Refining Company, Ltd., the f.o.b. value of molasses exported each year will be included in the price paid for cane in future in accordance with the Purchase of Cane Agreement between the company and growers. All sugar is still sold to the Ministry of Food in London and exports were made to the United Kingdom, Canada, New Zealand, Hong Kong, Malaya, Tahiti and Iraq.



Fiji Islands—Unloading sugar cane from punts into a sugar mill in Fiji with a mechanical "grab", which picks up one ton at a time.

The cane to be harvested in 1948 looks well and a normal crop should be cut.

Although not sufficient for full requirements, supplies of sulphate of ammonia and superphosphate have again become available to growers, the Colonial Sugar Refining Company, Ltd., arranging for imports from the United Kingdom and Australia.

Exports of Sugar

	Tons	Value
1945	30,504	£ 536,201
1946	106,473	2,111,557
1947	112,433	2,840,307

Although the production in 1947 was 24,821 tons less than in 1942, the value is £1,079,252 in excess of that year.

Record Value of Trade Established

Last year was another prosperous one for Fiji, the returns of imports and exports, at £11,259,188, being £4,083,966 in excess of the 1946 figures, and constituting a record. There was a favourable trade balance of £1,026,416.

Trade of Fiji

	Imports	Exports	Total
1945	£ 2,621,403	£ 2,174,237	£ 4,795,640
1946	3.571,050	3,604,172	7,175,222
1947	5,116,386	6,142,802	11,259,188

Customs revenue for 1947 likewise constitutes a record, having totalled £1,486,527 compared with £1,013,574 in 1946.

The revenue and expenditure of the Colony for the past three years have been as follows:

	Revenue	Expenditure
1944	£1,738,791	£1,614,224
1945	1,692,517	1,792,786
1946	2,465,805	2,096,417

The 1947 figures are not available, but it has been estimated that the revenue was expected to reach £2,465,000 and the revised expenditure £2,069,000, with a possible surplus of nearly £370,000.

The income tax receipts in 1946 (for the year 1945) were £447,080. The figures for 1947 (1946 year) are not yet completed, but the revised estimate is £630,000.

Since 1946 the government has paid subsidies on imported sharps and flour and ghee, to reduce the cost of living. These were: 1946, £56,916; 1947, £112,618; and 1948 (estimated), £141,500.

The Theodore group of mines at Vatukoula treated a total of 159,285 tons of ore, realizing 94,286 ounces of fine gold during 1947.

Exports of Gold and Silver

	Oz.	£
Gold		
1945	72,726	694,956
1946	68,859	657,527
1947	134,922	1,288,780
Silver		
1945	25,700	3,048
1946	16,681	3,572
1947	34,933	7,291

Customs records show that exports of copra for the past three years have been as follows:

Exports of Copra

	Tons	Value
1945	23,102	£469,177
1946	16,302	379,760
1947	25,406	966,246

15029—4

The two oil mills in Suva treated 11,356 tons of copra during 1947. This yielded about 8,000 tons of oil, of which 5,827 tons were shipped to the United Kingdom and the balance used locally (including the manufacture of soap). The resultant oil cake last year was all shipped to New Zealand.

Bananas Exported to New Zealand

All bananas exported from Fiji are now shipped to New Zealand, being purchased by the New Zealand Marketing Board at an f.o.b. price, which was increased slightly during the year. Figures for the past three years are as follows:

Exports of Bananas

	Bunches	Value
1945	156,018	£42,954
1946	173,868	49,988
1947	324,660	79,720

All the bananas are grown by Fijians.

Other fresh fruits and general produce exported during the years 1946 and 1947 were as follows:

Exports of Fresh Fruits and General Produce

	1946	1947
Pineapples (cases)	7,010	7,276
Citrus (cases)	1,152	834
Watermelons (fruit)	2,327	1,065
Green ginger (tons)	113	144
Coconuts (nuts)	68,625	400
Mixed fruits (tons)	26	744
Peanuts (tons)	200	551
Rice bran (tons)	140	4,153
Arrowroot (tons)	8	4
Candlenuts (tons)	40	37
Hides	8,258	12,411
Coconut meal (tons)	....	2,657
Lemon juice (gals.)	....	11,455

It will be noted that the export of peanuts more than doubled, due to increased prices offering overseas.

Exports of Canned Pineapples

	Quantity Lbs.	Value £
1945	307,950	7,850
1946	277,543	7,406
1947	511,488	15,896

The production has almost doubled that of 1946, but has not come up to the 1942 record. A sufficient supply of cans is still a difficulty, but there is every hope that this industry will steadily expand in the years ahead. An extremely high quality of canned pineapple is produced.

Exports of Rubber

	Lbs.	Value
1945	237,674	£24,486
1946	161,879	13,588
1947	69,380	3,670

With the cessation of hostilities, prices of rubber fell to below costs of production in Fiji, and unless prices increase considerably, the export of rubber from the Colony will cease.

Total production of butterfat was 480,524 pounds, which was manufactured into 594,301 pounds of butter. Some of this butter was converted into ghee, the total amount manufactured being 6,717 pounds.

There was a serious decline in beef production, while on the other hand the number of cattle slaughtered increased by 1,619 over the record figure in 1946 of 7,745 to the new record of 9,364.

Apparently due to the encouragement given to producers by an increase in the controlled price of pork, more pigs were available than in

1946, 1,812 being slaughtered during the year, as against 1,393 in 1946. Demand remained in excess of supply, the deficiency being met partly by imports from overseas.

The crushing of candlenuts (lauci) for oil, principally for paint-making, in lieu of linseed oil, unobtainable since the war, is a new industry in Fiji. The company at present treats about 60 tons of nuts per month (most of which, however, at present comes from Tonga), and on this basis the annual production will be about 22,500 gallons of oil. The oil is being used locally in the making of paints, and a subsidiary company is now manufacturing roofing and other paints.

The company is "protected" under the Protected Industries Ordinance of 1947 and undertakes to purchase all nuts offering at £7 per ton Suva.

Reaction to Currency Reform in Bizonal Area not Unfavourable

Observations over a month following enactment shows minimum of dislocation of consumer market—Supply sufficient to meet demand—Removal of controls improved market situation.

By B. J. Bachand, Canadian Economic Representative

FRANKFURT, August 2, 1948.—Initial impact of currency reform on the Bizonal Area resulted in a minimum of market dislocation for the normal consumer, according to a Bipartite Commerce and Industry report, based on observations over a period of a month. During the period June 20 to July 7, the supply of goods was reported to be in excess of demand. Scarcity of the new money pressed into the open market a volume of hoarded stocks which exceeded all previous estimates, while current production maintains a satisfactory supply position in the distribution pipeline.

Spot checks made by the German Bizonal Administration revealed that, during the first week following currency reform, the average consumer spent no more than 10 Deutsche marks. This initial amount of currency which was put into circulation was used by business enterprises to build up cash reserves.

In the initial stage the demand was met from stocks previously hoarded and not from current production. Stocks were high in the hands of dealers as well as of industry. In those instances where the demand exhausted stocks, industry readily replenished the wholesale and retail trades. This condition was particularly noteworthy in respect of clothing and shoes. At this time, it cannot be predicted whether industry will be able to maintain adequate production to meet the demand during the coming months.

Further improvement, according to the report, was occasioned by the adoption of Bizonal Economic Council Ordinances, which removed allocation, rationing, and distribution and price controls over a wide range of commodities. These "control" measures returned the Bizonal Area to a free market economy, which had disappeared during the war.

During the first two weeks following currency reform on June 20, the demand, exclusive of that for food, was strongest for textiles, shoes, household goods, bicycles, tires and tubes for bicycles and automobiles, and electric light bulbs. It was observed that compensation and bartering had virtually disappeared and that delivery time on industrial orders was substantially reduced.

15029—4½

Export Prices of Swedish Pulp Increased in the Past Year

Domestic consumption of paper greatly increased, from 240,000 tons in 1938 to 530,000 tons in 1946—Prices of pulp for export increased, following agreement between the industry and government—Country is large consumer of wallboard.

By F. H. Palmer, Commercial Counsellor for Canada

(Editor's Note—This is the fifth in a series of articles by Mr. Palmer on economic conditions in Sweden during 1947, prepared for *Foreign Trade*. The others appeared in the July 24th, August 7th, August 12th and August 21st issues.)

STOCKHOLM, March, 1948.—Swedish consumption of paper since 1939 has greatly increased, from some 240,000 tons in 1938 to 500,000 tons in 1945 and to 530,000 tons in 1946. When contemplating this tremendous increase in Sweden's domestic paper consumption, it should be remembered that, although exports in 1946 aggregated as much as 450,000 tons, this total was approximately 20,000 tons less than in 1938.

The Swedish Government announced that certain forest industry regulations were to be abolished in March, 1947, and would be replaced by a plan providing for "free prices". The change in regulations was accompanied by an amendment requiring that part of the anticipated increases to be made in prices was to be set aside in an "equalization" fund to be used to preserve a standard price structure. It was further agreed that exports of mechanical pulp might be increased by up to 10 per cent, provided the total exports of all pulps also increased.

Agreement Reached on Pulp Export Prices

About April 1, 1947, final agreement was reached regarding free export prices for pulp. The cellulose industry agreed to allocate Kr.50 per ton to the "price equalization fund", for the protection of the domestic market, and to guarantee certain quantities for deliveries to the domestic market as well. It was also agreed to charge a fee of Kr.20 per ton, dry weight, on the exports of mechanical pulp, for the same purpose.

By the middle of October, most of the pulp mills had disposed of their export quotas, and little export business was being transacted. Sales had been made for delivery as late as January-February, 1948, at firm prices. Prices, for delivery during the final quarter of 1947 to the United States, were fixed at $140 for unbleached mechanical pulp, and $145 to $150 for strong sulphite. Discussions were initiated in November regarding the prices to be fixed for the principal markets of the world for 1948, especially for delivery during the first quarter.

It was expected towards the end of 1947 that pulp exports to the United States during 1948 would amount to approximately 500,000 tons, or about 25 per cent more than in 1947.

Record Output Established by Wallboard Industry

The Swedish wallboard industry, the youngest branch of the Swedish forest industry, had an output of 230,000 tons during 1947, which is the largest annual quantity so far produced. About 70 per cent was sold on the Swedish market, which suggests that Sweden is the world's largest consumer with 70·5 sq. ft. per inhabitant. The United States follows with

a consumption of about 3 sq. meters (30·5 sq. ft). As a result of many years of intensive propaganda, Swedish house-builders, as well as the public at large, have come to appreciate the good qualities of wallboard and the manifold ways in which it can be used.

Wallboard exports were higher in 1947 and, in view of the restrictions which Sweden has been forced to impose on her own building activities, it is expected that larger quantities than before will be available for export during the next few years.

Passenger Traffic To and From United Kingdom Recovering

Number of journeys recorded for 1947 still below prewar level—Arrivals by sea and air 85 per cent of 1938 figure—Outward journeys exceed arrivals by 28,000—Number of British emigrants shows heavy increase—Arrivals by air totalled 359,000 as against 401,000 departures.

By A. E. Bryan, Commercial Counsellor for Canada

LONDON, July 14, 1948.—Returns showing the number of passenger journeys made between the United Kingdom and overseas countries in 1947 indicate that the volume of traffic is recovering but has not yet reached the prewar level. There was a falling-off in the excess of departures over arrivals, and also a noteworthy increase in air traffic.

The following table summarizes passenger movements in 1947, 1946 and 1938:

Comparative Figures of Passenger Movements

	1947			1946			1938		
	Inward	Outward	Balance Inward+ Outward—	Inward	Outward	Balance Inward+ Outward—	Inward	Outward	Balance Inward+ Outward—
	Figures in thousands								
By sea and air....	2,251	2,279	−28	1,366	1,507	−141	2,628	2,600	+28
By sea	1,892	1,877	+14	1,152	1,287	−135	2,538	2,517	+21
By air	359	401	−42	214	220	− 5	90	83	+ 7

The total number of passenger journeys into the United Kingdom in 1947 by sea and air was 2,251,000, or nearly two-thirds more than in 1946 and about 85 per cent of the 1938 number. Outward journeys (2,279,000) exceeded arrivals by 28,000; the corresponding figure in 1946 was 141,000. In 1938, there was an inward balance of 28,000. There was a net outward balance of 42,000 by air, and an inward balance of 14,000 by sea.

Total passenger movement by air was 760,000 journeys as compared with 434,000 in 1946 and 173,000 in 1938. It represented 17 per cent of the total passenger movement in 1947 as against about 15 per cent in 1946. The corresponding proportion in 1938 was not much over 3 per cent.

Passenger movement by sea in 1947 was only about 75 per cent of the 1938 figure. Compared with 1946, sea traffic with the Continent increased by 90 per cent but still amounted to not much over two-thirds of the 1938 figure. Movement between the United Kingdom and non-European countries was about 30 per cent more in 1947 than in 1946 and was 84 per cent of the corresponding figure in 1938.

Statistics of Migration Incomplete

Owing to deficiencies in the method of recording, the statistics of migration are incomplete. An analysis has, however, been made of the declarations of last and intended future permanent residence of passengers travelling direct by sea between the United Kingdom and countries outside Europe. This shows that in 1947 about 98,000 British emigrants went to British countries (other than Eire) as compared with 29,000 in 1938; 23,600 went to foreign countries in 1947 as against 5,100 in 1938. Immigrants of British nationality from British countries (other than Eire) totalled 50,900 in 1947 as compared with 32,600 in 1938, and those from foreign countries totalled 5,600 in 1947 and 8,000 in 1938. From these figures, it is estimated that the number of visitors of British nationality from overseas in 1947 was 41,000.

The following table gives the number of tourists of British nationality who travelled direct by sea between the United Kingdom and non-European countries in 1947:

British Tourists to and from Non-European Countries

	Outward	Inward
British Empire	25,530	32,862
United States	39,582	40,959
Other foreign countries	2,170	3,379
Total	67,282	77,200

The proportion of passengers travelling on foreign vessels direct by sea between the United Kingdom and non-European countries in 1947 was 11 per cent of the total (424,777) as compared with 19 per cent in 1938, when the total was 462,748. Passengers on pleasure cruises are excluded from these figures. The number carried by British vessels was 376,254 as compared with 374,569 in 1938. The number carried in foreign vessels was 48,523 in 1947 as against 88,179 in 1938. Of those travelling in foreign vessels in 1947, 42,933 were passengers to and from the United States, and 4,083 travelled to and from the British Empire.

The movement of passengers in 1947 and 1938 between the United Kingdom and extra-European countries by sea is shown in the following table:

Traffic with Non-European Countries

	Inward		Outward	
Countries in which passengers contracted	1947	1938	1947	1938
British North America	14,905	39,447	29,744	42,015
Australia	9,249	13,249	14,813	15,918
New Zealand	4,135	3,599	6,452	4,817
British South Africa	15,038	24,642	34,127	30,056
India and Ceylon	31,815	14,146	18,441	13,193
Other British countries	15,320	20,091	25,859	20,807
United States	81,749	86,655	105,338	91,307
Other foreign countries	8,508	19,870	9,284	22,936
Total, all countries	180,719	221,699	244,058	241,049

The proportion of passengers leaving the United Kingdom for ports in the British Empire was 53 per cent of the total outward passengers both in 1947 and 1938. There was no great change in the percentages going to different parts of the British Empire, the greatest being recorded for British North America—12 per cent in 1947 as compared with 17 per cent in 1938. The movement to the United States was 43 per cent of the total outward passengers in 1947 as against 38 per cent in 1938.

As stated previously, the number of passengers who arrived by air in 1947 was 359,000. Departures on the same basis totalled 401,000. Following is a breakdown of these figures by countries:

Passenger Movement by Air

	Eire*	Canada*	United States*	Other countries
	Figures in thousands			
1947 Inward	61	8	30	260
Outward	63	19	51	269
Total	124	27	81	529
1946‡ Inward	32	†	†	182
Outward	33	†	†	187
Total	65	†	†	369

*The Eire figures exclude, and those for Canada and United States include, the small percentage of United Kingdom-Eire passengers carried on through transatlantic services.
†Included under "Other Countries".
‡Revised classification.

Survey Includes Occupations of Emigrants

The survey includes an analysis of the occupations of emigrants of British nationality in 1947. The figures relating to British North America, as given below, will be of interest to Canadian industrialists and others who have been giving employment to persons arriving from overseas.

Occupations of Male Emigrants

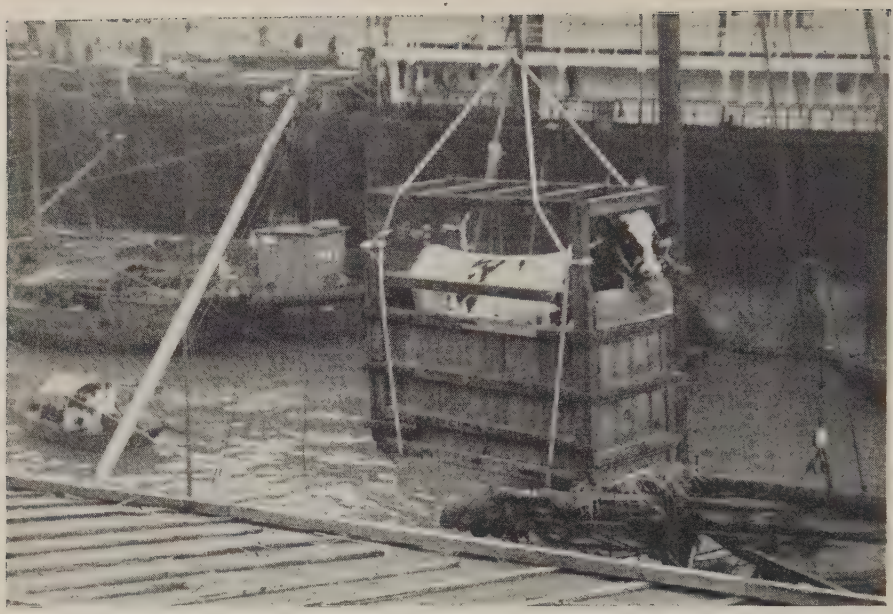
Agricultural	548
Commercial, finance and insurance	1,397
Professional	517
Skilled trades—	
Mining and quarrying	97
Metal and engineering	967
Building	353
Other	1,460
Transport and communications	389
Labourers not in agriculture or transport	208
Other, ill-defined and unstated	1,233
Total, 18 years and over—	
1947	7,169
1946	4,853
1938	1,112

Occupations of Female Emigrants

Domestic, hotel, etc., service	607
Commercial, finance and insurance	1,527
Professional	496
Clothing trades	277
Wife or housewife (not otherwise described)	6,203
Other, ill-defined and unstated	1,126
Total, 18 years and over—	
1947	10,236
1946	32,178
1938	1,514

Additional Amendments to Export Permit Regulations

Effective on and after August 17, export permits are no longer required for shipments of calf fleshings, cattle fleshings, fleshing stock, limed fleshings, sulphide fleshings, technical gelatin (inedible), glue and glue stock, green salted calf skin trimmings, and hide trimmings. The export regulations were further amended on the same date by deleting the following commodities: Animals and animal products—dried blood, bones of all kinds and hogs, dressed, and other edible hog products (except hog bungs and hog bung caps); and substituting the following: dried blood, except soluble dried blood; bones of all kinds, except fresh frozen bones; and hogs, dressed, including canned ham and other edible hog products (except hog bungs and hog bung caps); offals, i.e., hearts, liver, kidneys, brains, stomachs, casings; snouts, skins and feet.



Hong Kong—Canadian livestock, consisting of forty Ayrshires, forty Holstein Friesians and twenty Jerseys, arrive in Hong Kong aboard the S.S. *Island Mail*, from Vancouver. Authorities in Hong Kong sponsored the purchase, in order to maintain the supply of fresh milk during the summer months. Delivery was made to the Dairy Farm, Ice and Cold Storage Com-

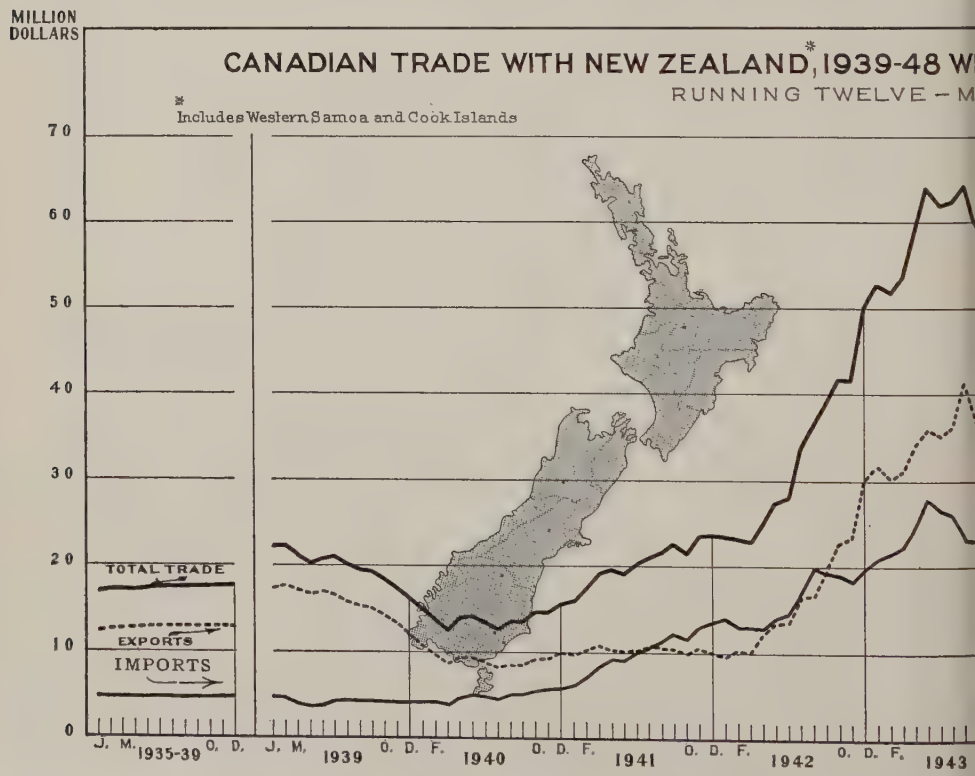


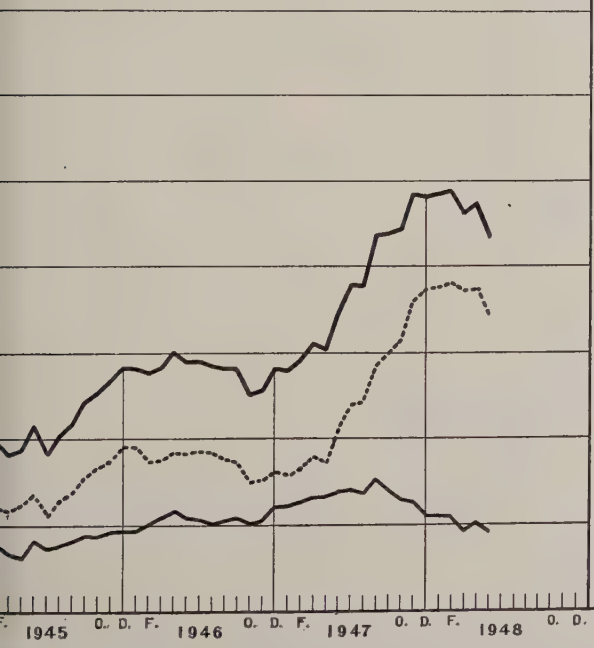
Chart above illustrates article on page 420 on effect of deva

pany, Limited. Five two-year bulls completed the shipment from Vancouver, but seven calves were born during the voyage. Photograph on left shows one of the Holstein cows being transferred to a lighter, while that on the right shows a veterinary inspecting one of the bulls on arrival.

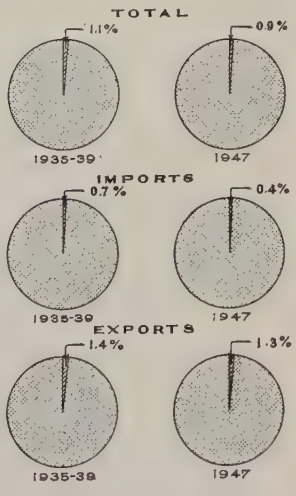
Prepared by Dominion Bureau of Statistics

FOR THE BASE PERIOD, 1935-39

S



RELATIVE PROPORTIONS OF TRADE
WITH
NEW ZEALAND
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD 1935-39
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR



and pound and establishment of parity with pound sterling.

Canadian Importers Required to Pay More for New Zealand Goods

Revaluation of pound will involve additional cost to Canada of $3,000,000, if purchases maintained at present rate—Change equivalent to reduction in New Zealand tariff against Canada and vice versa.

CANADIAN importers will pay 25 per cent more for New Zealand merchandise, as a result of the decision of the New Zealand Government to restore its pound to parity with the pound sterling, announced on August 19. If purchases are maintained at the present rate, the additional cost to Canada will be in the vicinity of $3,000,000 per annum. Offsetting this is the possibility that exports will now sell at comparably lower prices on the New Zealand market. In other words, the situation resembles an increase in the Canadian tariff against New Zealand of 25 per cent ad valorem, and a reduction in the New Zealand tariff against Canada of 20 per cent. The net effect of this change will in part depend on the nature of the import restrictions imposed by the New Zealand Government.

To illustrate the effect of the devaluation of the New Zealand pound on Canadian trade, imports and exports during the first six months of 1948 are shown in Tables 1 and 2 in terms of actual cost and what the cost would have been had the New Zealand pound been restored to parity with sterling on January 1, 1948. In the first six months, Canadian exports to New Zealand were $9 million and imports from New Zealand were $6 million.

The revaluation means that imports into New Zealand will now be cheaper in terms of her exports. This is an important part of the New Zealand anti-inflationary program. It is also a method for securing some revision in the real terms of the United Kingdom food contracts without actually revising the contracts. New Zealand consumers will benefit, provided that world markets will continue to absorb their export surplus at the higher price, and that import controls do not offset the advantages of lower import prices.

Cost Comparison of Canada's Imports from New Zealand

(January-June, 1948)
(Millions of dollars)

	Actual cost	Cost if N.Z. pound had been revalued Jan. 1/48
Raw wool	4	5
Sausage casings	1	1.25
Miscellaneous	1	1.25
Total	6	7.5

Cost Comparison of Canada's Exports to New Zealand

(January-June, 1948)
(Millions of dollars or millions of New Zealand pounds)

	Actual selling price in dollars	Actual cost in N.Z. pounds	Cost in N.Z. pounds if pound had been revalued Jan. 1/48
Rubber and textiles	1	.3	.25
Wood and paper products	3	.9	.75
Iron and steel products	2	.6	.50
Non-ferrous products	2	.6	.50
Miscellaneous	1	.3	.25
Total	9	2.7	2.25

Canadian Imports, by Areas

Country	June			January—June		
	1938	1947	1948	1938	1947	1948
British Countries						
United Kingdom and Europe	9·2	18·1	26·0	59·5	84·7	139·2
America	2·7	2·8	4·9	9·4	14·4	21·2
Africa	0·3	1·4	4·4	2·5	10·1	14·8
Asia	2·7	3·6	10·1	11·6	35·2	38·7
Oceania	1·3	2·7	3·5	7·7	15·9	17·3
Total British Countries	16·3	30·6	48·8	90·8	160·5	231·2
Foreign Countries						
United States and Possessions	37·1	174·9	155·7	215·5	981·7	886·5
Latin America	1·5	12·9	19·7	7·0	70·1	107·1
Europe	2·9	10·2	5·8	18·2	31·6	28·1
Other Foreign	1·1	2·5	3·0	5·2	12·9	17·2
Total Foreign Countries	42·6	200·4	184·2	245·9	1,096·3	1,038·9
Total Imports for Consumption	58·9	231·1	233·0	336·7	1,256·7	1,270·1

Canadian Imports, by Countries

Country	June			January—June		
	1938	1947	1948	1938	1947	1948
British Countries	(Thousands of Dollars)					
Europe:						
United Kingdom	9,242	18,118	26,003	59,510	84,635	139,130
Eire	6	9	4	15	57	26
Gibraltar	.....	.....	.....	.....	.....	.....
Malta	.....	2	.....	.....	12	.....
Total Europe	9,248	18,129	26,007	59,525	84,704	139,156
America:						
Newfoundland	294	882	969	742	1,826	3,367
Bermuda	24	.....	7	50	10	19
Barbados	333	158	947	677	4,566	3,052
Jamaica	812	469	704	2,578	1,577	4,570
Trinidad and Tobago	272	304	1,023	1,427	2,814	3,614
Bahamas	323	42	11	1,365	272	302
Leeward and Windward Islands		32	21		114	96
British Honduras	2	33	15	17	454	438
British Guiana	660	881	1,157	2,579	2,802	5,783
Falkland Islands	.....	.....	.....	.....	.....	.....
Total America	2,720	2,801	4,854	9,435	14,435	21,241
Africa:						
Northern Rhodesia	14	5	.....	523	11	1
Union of South Africa		198	282		1,218	1,624
Other British South Africa		.....	.....		.....	.....
Southern Rhodesia	.....	7	23	1	36	107
Gambia	.....	.....	.....	.....	.....	.....
Gold Coast	179	.....	1,620	378	4,915	5,167

Note.—Throughout this bulletin, totals represent unrounded figures, hence may vary slightly from rounded amounts.

Canadian Imports, by Countries—*Continued*

Country	June			January-June		
	1938	1947	1948	1938	1947	1948
British Countries—Concluded	(Thousands of Dollars)					
Africa—Con.						
Nigeria	.....	1,093	1,422	357	1,646	3,162
Sierra Leone	3	.....	4	9	7	4
Other British West Africa	.....	.....	.....	.....	.....	.....
British Sudan	4	.....	.....	11	8	3
British East Africa	140	82	1,069	1,228	2,308	4,773
Total Africa	340	1,385	4,420	2,507	10,149	14,841
Asia:						
India	941	2,752	6,107	4,204	19,393	21,595
Pakistan			122			601
Burma*	72	.....	.....	159	2	.....
Ceylon	411	1,270	1,693	1,805	5,290	5,510
Aden	.....	.....	150	7	.....	294
British Malaya	1,189	1,582	1,891	4,811	10,073	9,773
Other British East Indies	63	1	.....	94	1	30
Hong Kong	50	35	97	429	463	876
Palestine	3	2	1	121	13	25
Total Asia	2,729	5,642	10,061	11,630	35,235	38,704
Oceania:						
Australia	904	1,509	1,443	3,511	7,481	8,657
New Zealand	101	652	1,541	3,040	6,799	5,924
Fiji	301	503	484	1,118	1,664	2,685
Other Oceania	.....	.....	.....	16	.....	.....
Total Oceania	1,306	2,664	3,468	7,685	15,944	17,266
Total British Countries	16,346	30,623	48,810	90,783	160,467	231,208
Foreign Countries						
United States and Possessions:						
United States	37,081	174,669	154,918	215,382	980,939	884,468
Alaska	7	43	45	40	264	747
American Virgin Islands	.....	1	1	.....	5	11
Guam	.....	.....	.....	.....	.....	.....
Hawaii	18	121	52	68	407	438
Puerto Rico	.....	19	722	1	89	856
Total United States and Possessions	37,106	174,852	155,738	215,491	981,704	886,520
Latin America:						
Argentina	78	242	126	1,117	9,699	4,729
Bolivia	.....	.....	.....	8	8	.....
Brazil	119	1,571	1,797	352	6,406	9,822
Chile	1	50	26	73	253	239
Colombia	699	573	827	2,281	5,631	4,315
Costa Rica	7	112	533	31	349	1,909
Cuba	49	1,699	2,209	217	6,877	10,360
Ecuador	2	16	38	14	86	178
Guatemala	11	835	733	51	4,428	4,228
Haiti	49	11	.....	49	103	97
Honduras	.....	293	509	6	4,513	2,370
Mexico	9	1,806	1,238	417	6,997	16,970
Nicaragua	.....	11	10	.....	26	130
Panama	1	716	.....	12	1,658	365
Paraguay	7	.....	4	48	156	164
Peru	137	9	30	1,495	284	141
Salvador	6	.....	102	6	1,217	893
San Domingo	.....	610	1,437	.....	2,631	6,418
Uruguay	9	4	30	48	166	286
Venezuela	297	4,314	10,032	811	18,618	43,457
Total Latin America	1,481	12,872	19,681	7,036	70,106	107,071

*See Foreign Countries from January 1, 1948.

Canadian Imports, by Countries—*Concluded*

Country	June			January-June		
	1938	1947	1948	1938	1947	1948
FOREIGN COUNTRIES—Concluded	(Thousands of Dollars)					
Europe:						
Albania				2		
Austria		5	91	83	19	194
Belgium	459	2,268	1,906	2,769	5,715	6,136
Bulgaria						
Czechoslovakia	158	317	328	1,415	1,926	2,049
Denmark	13	570	169	80	639	1,142
Estonia	1			12		
Finland	9		1	37	13	10
France	437	645	842	2,638	4,310	5,364
Germany	819	1	180	4,122	339	449
Greece	1	8	36	16	53	108
Hungary	8	1	16	95	10	82
Iceland			2		1	16
Italy	165	262	740	1,150	1,949	2,952
Latvia	1			5		
Lithuania						
Netherlands	161	270	326	1,524	1,625	2,163
Norway	83	3,762	53	292	4,540	317
Poland	21		4	126	1	8
Portugal	16	130	120	117	714	524
Azores and Madeira	14	120	29	74	401	143
Roumania			9	16	1	11
Soviet Union	1	10	1	100	56	2
Spain	95	431	237	459	1,715	1,492
Sweden	260	366	175	1,174	1,480	1,386
Switzerland	208	993	502	1,846	6,023	3,512
Yugoslavia	6	21		12	21	1
Total Europe	2,936	10,180	5,767	18,164	31,551	28,061
Other Foreign Countries:						
Abyssinia			2	2	9	16
Afghanistan						
Belgian Congo		147		1	371	970
Burma*						6
China	242	495	944	1,309	1,677	2,770
Greenland	253			253		
Egypt	16	35	45	327	152	1,423
French Africa	4		5	22	248	5
French East Indies	3			116		
French Guiana						
French Oceania						
French West Indies					19	45
Madagascar	9			31	14	22
St. Pierre and Miquelon		1		8	1	1
Iraq	8		11	66	821	639
Tripoli						
Other Italian Africa						
Japan	371		54	2,335	40	423
Korea				1		
Liberia	5		7	16	14	7
Morocco	27		91	35	35	122
Netherlands East Indies	119	26	58	323	88	152
Netherlands Guiana		1	98		84	556
Netherlands West Indies		468	481		2,358	4,164
Iran	5	1	24	20	230	73
Philippine Islands	10	1,320	1,105	264	4,326	5,041
Portuguese Africa					83	77
Portuguese Asia				1		
Siam	1			9	19	40
Canary Islands	3			7		4
Spanish Africa						
Syria	1	3	3	9	12	10
Turkey	4	27	70	64	2,309	648
Total Other Foreign	1,081	2,524	2,998	5,219	12,910	17,214
TOTAL FOREIGN COUNTRIES	42,601	200,429	184,187	245,910	1,096,269	1,038,868
TOTAL IMPORTS	58,947	231,052	232,997	336,692	1,256,735	1,270,076

*See British Countries prior to 1948.

Trade and Tariff Regulations

Wheat and Flour Free of Duty in Costa Rica

Guatemala, August 10, 1948.—(FTS)—Effective July 1, 1948, all duties on the import of wheat and wheat flour into Costa Rica have been removed.

Cost of Colombian Invoice Forms Increased

The Consul General of Colombia in Montreal advises that, in accordance with a decree of July 30, 1948, the cost of consular invoice blanks sold by the Consulate General has been increased from $2 to $4 for a set of four forms.

German Industrial Plants Made Available As Reparations to the Western Allies

Additional plants allotted to the Inter-Allied Reparation Agency for immediate sub-allocation to the member governments—Information regarding inventories is available from Industrial Development Division, Department of Trade and Commerce.

GERMAN plants listed below have been allotted to the Inter-Allied Reparation Agency (I.A.R.A.) for immediate sub-allocation to the member governments. Sub-allocation is made on the basis of bids submitted by the interested members. The brief description of each of the following plants has been taken from its inventory.

Inventories of the plants are being held by the Industrial Development Division, Department of Trade and Commerce, and inquiries regarding them should be addressed to the director of the division.

A.C.A. No. 1259—Land and See-Leichtbau No. 7 at Neumunster. This plant manufactured light metal parts mainly for aircraft. Machinery includes engine lathes; vertical column drilling machines; shapers; universal milling machine; manually driven shearing machines; brakes, folders and beading machines; and some heat treating and welding equipment. No war damage. Unit of allocation is whole plant.

A.C.A. No. 1337—Huttenverein A.G. at Dortmund-Horde/N.-Rhein-Westf. This plant produced high pressure steel containers and during the war made gun barrels. No special purpose machinery is available. Equipment for allocation includes a 10,000-ton hydraulic forging press; other steam hydraulic presses; 3,000 psi water pumps; electric cranes and hoists; 1,250 C. forging and normalizing furnaces; electrical control equipment. There is some direct war damage. Unit of allocation is whole plant.

A.C.A. No. 1422—Honsel-Werke at Meschede/N.-Rhein-Westf.—This plant produced non-ferrous castings and sheets. Equipment includes flexible shaft hand milling machines, electric motors, lathes, shapers, grinders, milling machines, foundry equipment and furnaces, hydraulic press-casting machines, plate-rolling mills and strip mills. War damage is slight. Unit of allocation is whole plant.

A.C.A. No. 1472—Stahlweke Braunchweig at Watenstedt/Hannover. This plant produced iron sheet and sheet metal goods. During the war, bombs and shells were made. Equipment includes lathes, drill presses, boring and milling machines, grinders, planers and shapers, die-sinking machines, hydraulic forging presses, forging hammers, punch presses and thread milling machines. War damage is moderate. Unit of allocation is whole plant.

A.C.A. No. 1690—Ernst Benninghoven at Hilden. This plant made concrete mixers and winches prior to and during the war. There is no special purpose machinery. Equipment includes lathes, grinders, shapers and milling machines, drill presses, shears and welding equipment. No war damage. Unit of allocation is whole plant.

A.C.A. No. 1693—Bernhard Beumer at Beckum/N.-Rhein-Westf. This plant produces belt and worm conveyors, rotary feeders, etc. Equipment includes lathes, grinders, drill presses, saws, shapers, presses, heat treating and welding equipment. No direct war damage. Unit of allocation is whole plant.

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, and to discuss the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following trade associations in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Calgary—Board of Trade.
Charlottetown—Board of Trade.
Edmonton—Canadian Manufacturers' Association.
Fredericton—Chamber of Commerce.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Montreal—Montreal Board of Trade.
Pembroke—Chamber of Commerce.
Quebec City—Board of Trade.
Regina—Chamber of Commerce.
Saint John—Board of Trade.
Toronto—Canadian Manufacturers' Association.
Vancouver—H. W. Brighton, Department of Trade and Commerce, 355 Burrard Street.
Winnipeg—Canadian Manufacturers' Association.

R. G. C. Smith, Commercial Secretary for Canada in Havana for the past two years, is touring those sections of this country that are principally concerned in exports to the southern market. On completion of his tour, he will sail for Rome to which he has been posted as Commercial Secretary for Canada.

Saint John—August 24-26.
Halifax—August 27-September 2.
Charlottetown—September 3-4.
Penticton—September 13-14.
Vancouver—September 16-21.

T. Grant Major, Canadian Government Trade Commissioner in Port-of-Spain, Trinidad, will commence a tour of Canada on September 7, visiting those sections of the country interested in trade with his area, which includes the Leeward and Windward Islands, Barbados, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

Toronto—September 7-14.
Guelph—September 15.
Kitchener—September 16.
Hamilton—September 17-18.
Montreal—September 20-25.
Winnipeg—September 28.
Saskatoon—September 30.
Edmonton—October 1.
Vancouver—October 4-9.
Regina—October 11.
Ottawa—October 14-16.
Fredericton—October 18-19.
Saint John—October 20-21.
Kentville—October 22-23.
Halifax—October 25-26.
Charlottetown—October 28.
Moncton—October 29.

If inspection, or a certificate of inspection, is required, it should be agreed, in advance, whether the cost thereof is for account of seller or buyer. Unless otherwise agreed upon, all expenses are for the account of seller up to the point at which the buyer must handle the subsequent movement of goods. (*See our ABC of Canadian Export Trade, page 71.*)

Ocean-Going Sailing Schedules

Information contained in the following list of sailings, such as destination, port of departure, loading date, name of ship and operator, is furnished by steamship companies and agents concerned. This is the latest available and subject to change after *Foreign Trade* has gone to press, particularly as this relates to the loading date and name of vessel.

The loading date and name of ship are not indicated in some instances, due to the fact that on certain routes information available is not sufficiently definite to mention the steamer that will be placed on a berth for the destination shown. The name of the probable operator is given, however, and exporters should seek further particulars from the operator or agent indicated.

Departures from Montreal

*Calls at Halifax about four days later.
†Calls at Quebec about two days later.
(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Aden—			
Port Aden	Aug. 27–Sept. 2	*Melampus*	Cunard Donaldson
Africa East—			
Lourenço Marques	Aug. 28–Sept. 8	*Freetown*	Elder Dempster
Lourenço Marques	September 10–20	*Cargill*	Elder Dempster
Lourenço Marques	September 21–25	*Pictou County*	March Shipping
Lourenço Marques	Sept. 24–Oct. 6	*Cottrell*	Elder Dempster
Lourenço Marques	October 21–25	*Shelburne County*	March Shipping
Beira	September 10–20	*Cargill*	Elder Dempster
Lourenço Marques, Beira, Mombasa	September 2–9	*Norden*	Kerr Steamships
Africa-South—			
Cape Town	Aug. 28–Sept. 8	*Freetown*	Elder Dempster
Port Elizabeth	September 2–9	*Norden*	Kerr Steamships
East London	September 10–20	*Cargill*	Elder Dempster
Durban	September 21–25	*Pictou County*	March Shipping
	Sept. 24–Oct. 6	*Cottrell*	Elder Dempster
	October 21–25	*Shelburne County*	March Shipping
Argentina—			
Buenos Aires	September 10–15	*Malayan Prince*	Furness Withy
Buenos Aires	September 16–21	*Bowhill*	Cunard Donaldson
Buenos Aires	September 25–26	*Mormacstar*	March Shipping
Australia—			
Brisbane, Sydney, Newcastle, Geelong, Melbourne	September 6–10	*Port Caroline*	Montreal Australia New Zealand Line
Brisbane, Geelong, Sydney, Melbourne, Adelaide	Late September	*Kaipaki*	Montreal Australia New Zealand Line
Belgian Congo—			
Matadi	September 21–25	*Yarmouth County*	March Shipping

Departures from Montreal—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Belgium—			
Antwerp	September 1–7	*Anatina*	March Shipping
Antwerp	September 3–10	*Beaconsfield*	Cunard Donaldson
Antwerp	September 5–11	*Beaverlake* (r)	Canadian Pacific
Antwerp	September 8	*Prins Maurits*	Shipping Limited
Antwerp	September 9	*Prins Johan Willem Friso*	Shipping Limited
Antwerp	September 12	*Grey County*	Canada Steamships
Antwerp	September 13–18	*Ida Bakke* (r)	Montreal Shipping
Antwerp	September 15–21	†*Sein*	Furness Withy
Antwerp	September 18	*Hedel*	Shipping Limited
Antwerp	September 27	*Prins Frederik Hendrik*	Shipping Limited
Antwerp	Sept. 28–Oct. 4	*Westralia*	Montreal Shipping
Antwerp	October 1–8	*Beckenham*	Cunard Donaldson
Antwerp	October 2	*Prins Alexander*	Shipping Limited
Antwerp	October 8	*Prins Willem Van Oranje*	Shipping Limited
Antwerp	October 9	*Prins Johan Willem Friso*	Shipping Limited
Antwerp	October 20	*Prins Willem IV*	Shipping Limited
Brazil—			
Rio de Janeiro	September 10–15	*Malayan Prince*	Furness Withy
Rio de Janeiro	September 16–21	*Bowhill*	Cunard Donaldson
Santos	September 25–26	*Mormacstar*	Montreal Shipping
British Honduras—			
Belize	September 10–14	*Sunavis*	Saguenay Terminals
Canal Zone—			
Cristobal	September 10–14	*Sunavis*	Saguenay Terminals
Celebes—			
Macassar	September 8–11	*Steel Maker*	Isthmian Steamships
Ceylon—			
Colombo	Aug. 30–Sept. 1	*Höegh Silverwave*	Kerr Steamships
Colombo	September 5–15	*Islandside*	March Shipping
Colombo	September 10–15	*A Ship*	McLean Kennedy
China—			
Shanghai	September 10–15	*City of Lucknow*	McLean Kennedy
Shanghai	September 11–15	*Agamemnon*	Cunard Donaldson
Shanghai	October 18–20	*Promestheus*	Cunard Donaldson
Colombia—			
Barranquilla	September 19–26	†*Apollo* (r)	Saguenay Terminals
Barranquilla	Aug. 30–Sept. 4	†*Shakespeare Park*	Saguenay Terminals
Barranquilla	Sept. 29–Oct. 1	*Brush*	Swedish American
Cuba—			
Havana	Aug. 27–Sept. 2	*Danaholm*	Swedish American
Santiago	Aug. 27–Sept. 2	*Danaholm*	Swedish American
Santiago	September 10–14	*Sunavis*	Saguenay Terminals
Denmark—			
Copenhagen	September 6–7	*Bergamo*	Swedish American
Dominican Republic—			
Ciudad Trujillo	Aug. 30–Sept. 4	†*Shakespeare Park*	Saguenay Terminals
Eire—			
Dublin	Aug. 28–Sept. 2	*Fanad Head*	McLean Kennedy
Dublin	September 18–22	*Inishowen Head*	McLean Kennedy
Dublin	September 8	*Irish Spruce*	Shipping Limited
Cork	September 24	*Irish Larch*	Shipping Limited
Egypt—			
Alexandria	Aug. 27–Sept. 2	*Melampus*	Cunard Donaldson
Port Said	September 18–22	*Sloterdyk*	Cunard Donaldson
Suez			
Alexandria	Aug. 30–Sept. 4	*Höegh Silverwave*	Kerr Steamships

Departures from Montreal—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Finland—			
Helsinki	September 6–7	*Bergamo*	Swedish American
France—			
Le Havre	September 12	*Grey County*	Canada Steamships
Le Havre	September 15–21	†*Sein*	Furness Withy
Marseilles	September 7–11	*Capo Vita*	Furness Withy
Germany—			
Hamburg	September 1–7	*Anatina*	March Shipping
Hamburg	September 3–10	*Beaconsfield*	Cunard Donaldson
Hamburg	September 13–18	*Ida Bakke* (r)	Montreal Shipping
Hamburg	Sept. 26–Oct. 4	*Westralia*	Cunard Donaldson
Hambrug	October 1–8	*Beckenham*	Cunard Donaldson
Gibraltar	September 1–8	*Liguria*	Montreal Shipping
Greece—			
Pireaus	September 1–8	*Liguria*	Montreal Shipping
Guatemala—			
Puerto Barrios	September 10–14	*Sunavis*	Saguenay Terminals
Haiti—			
Port au Prince	Aug. 30–Sept. 4	†*Shakespeare Park*	Saguenay Terminals
Hong Kong	September 10–15	*City of Lucknow*	McLean Kennedy
	September 11–15	*Agamemnon*	Cunard Donaldson
	October 18–20	*Promestheus*	Cunard Donaldson
India and Pakistan—			
Karachi	Aug. 30–Sept. 11	*Hoegh Silverwave*	Kerr Steamships
Bombay	September 5–15	*Islandside*	March Kennedy
Madras	September 10–15	*A Ship*	McLean Kennedy
Calcutta			
Israel—			
Haifa	September 5–15	*Islandside*	March Shipping
Italy—			
Naples	September 1–8	*Liguria*	Montreal Shipping
Genoa	September 7–12	*Mont Sandra*	Montreal Shipping
	September 17–22	*Marchcape*	Montreal Shipping
	Sept. 28–Oct. 4	*Mont Alta*	Montreal Shipping
West Coast Ports	September 7–11	*Capo Vita*	Furness Withy
Malaya—			
Penang	Aug. 27–Sept. 2	*Melampus*	Cunard Donaldson
Port Swettenham	September 8–11	*Steel Maker*	Isthmian Steamships
	September 18–22	*Sloterdyk*	Cunard Donaldson
Mediterranean—	September 1–8	*Liguria*	Montreal Shipping
Central and Western	September 7–12	*Mont Sandra*	Montreal Shipping
	September 18–22	*Marchcape*	Montreal Shipping
	Sept. 28–Oct. 4	*Mont Alta*	Montreal Shipping
Mexico—			
Veracruz	Aug. 27–Sept. 2	*Danaholm*	Swedish American
Veracruz	September 20–23	*Federal Pioneer*	Federal Commerce
Netherlands—	September 1–7	*Anatina*	Montreal Shipping
Amsterdam	September 3–10	*Beaconsfield*	Cunard Donaldson
Rotterdam	September 8	*Prins Maurits*	Shipping Limited
	September 9	*Prins Johan Willem Friso*	Shipping Limited
	September 13–18	*Ida Bakke* (r)	Montreal Shipping
	September 18	*Hedel*	Shipping Limited
	September 27	*Prins Frederik Hendrik*	Shipping Limited
	Sept. 28–Oct. 4	*Westralia*	Montreal Shipping
	October 1–8	*Beckenham*	Cunard Donaldson
	October 2	*Prins Alexander*	Shipping Limited
	October 8	*Prins Willem* Van *Oranje*	Shipping Limited
	October 9	*Prins Johan WillemFriso*	Shipping Limited
	October 20	*Prins Willem IV*	Shipping Limited

Departures from Montreal—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Netherlands East Indies—			
Batavia	Aug. 27–Sept. 2	*Melampus*	Cunard Donaldson
Soerabaya	September 8–11	*Steel Maker*	Isthmian Steamships
Samarang	September 18–22	*Sloterdyk*	Cunard Donaldson
Cheribon			
Netherlands West Indies—			
Curaço	September 19–26	**Apollo* (r)	Saguenay Terminals
Curaço	Sept. 29–Oct. 1	*Brush*	Swedish American
Newfoundland—			
St. John's	September 3	*Island Connector*	Clarke Steamships
St. John's	September 4–7	*Wellington Kent*	Newfoundland Canada
St. John's	September 12–14	*Blue Seal*	Montreal Shipping
St. John's	September 18–21	*Wellington Kent*	Newfoundland Canada
St. John's	October 2–5	*Wellington Kent*	Newfoundland Canada
Northern Ireland—			
Belfast	Aug. 28–Sept. 2	*Fanad Head*	McLean Kennedy
Belfast	September 5–9	*Ramore Head*	McLean Kennedy
Belfast	September 19–23	*Lord Glentoran*	McLean Kennedy
Norway—			
Oslo			
Kristiansand	September 6–7	*Bergamo*	Swedish American
Stavanger			
Bergen			
Philippines—			
Manila	September 10–15	*City of Lucknow*	McLean Kennedy
Manila	September 11–15	*Agamemnon*	Cunard Donaldson
Manila	October 18–20	*Promestheus*	Cunard Donaldson
Poland—			
Gdansk	September 6–7	*Bergamo*	Swedish American
Portugal—			
Lisbon	September 1–8	*Liguria*	Montreal Shipping
Lisbon	Sept. 28–Oct. 4	*Mont Alta*	Montreal Shipping
St. Pierre et Miquelon	September 4–7	*Wellington Kent*	Newfoundland Canada
	September 18–21	*Wellington Kent*	Newfoundland Canada
	October 2–5	*Wellington Kent*	Newfoundland Canada
Siam—			
Bangkok	September 8–11	*Steel Maker*	Isthmian Steamships
Singapore	Aug. 27–Sept. 2	*Melampus*	Cunard Donaldson
	September 8–11	*Steel Maker*	Isthmian Steamships
	September 18–22	*Sloterdyk*	Cunard Donaldson
	September 5–15	*Islandside*	March Shipping
Sweden—			
Gothenburg			
Malmo	September 6–7	*Bergamo*	Swedish American
Norrkoping			
Stockholm			
United Kingdom—			
Avonmouth	Aug. 27–Sept. 1	*†Norwegian*	Cunard Donaldson
Avonmouth	September 9–15	*Bristol City*	Furness Withy
Avonmouth	September 16–24	*Moveria* (r)	Cunard Donaldson
Avonmouth	Sept. 26–Oct. 4	*Delilian* (r)	Cunard Donaldson
Bristol	September 27–30	*New York City*	Furness Withy
Glasgow	Aug. 28–Sept. 4	*Dorelian* (r)	Cunard Donaldson
Glasgow	September 4–11	*Salacia* (r)	Cunard Donaldson
Glasgow	September 17–24	*Laurentia*	Cunard Donaldson
Hull	September 1–4	*Marengo* (r)	McLean Kennedy
Leith	Aug. 28–Sept. 2	*Cairnvalona*	Furness Withy
Leith	September 9–13	*Cairnavon*	Furness Withy

Departures from Montreal—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom—Con.—			
Liverpool	Aug. 28–Sept. 2	*Fanad Head*	McLean Kennedy
Liverpool	Aug. 30–Sept. 3	*Empress of Canada* (r)	Canadian Pacific
Liverpool	September 4–7	*Ascania* (r)	Cunard Donaldson
Liverpool	September 5–9	*Ramore Head*	McLean Kennedy
Liverpool	September 6–10	*Empress of France* (r)	Canadian Pacific
Liverpool	September 17–25	*Arabia* (r)	Cunard Donaldson
Liverpool	September 18–22	*Inishowen Head*	McLean Kennedy
Liverpool	September 19–23	*Lord Glentoran*	McLean Kennedy
London	Aug. 31–Sept. 5	†*Beaverglen* (r)	Cnaadian Pacific
London	September 5–11	*Beaverlake* (r)	Canadian Pacific
London	September 2–10	*Asia* (r)	Cunard Donaldson
London	September 16–23	*Vandalia*	Cunard Donaldson
London	Sept. 25–Oct. 2	*Sibley Park*	Cunard Donaldson
Manchester	September 1–4	*Manchester City* (r)	Furness Withy
Manchester	September 8–11	*Manchester Regiment* (r)	Furness Withy
Manchester	September 15–18	*Manchester Progress* (r)	Furness Withy
Manchester	September 22–25	*Manchester Trader* (r)	Furness Withy
Newcastle	Aug. 28–Sept. 2	*Cairnvalona*	Furness Withy
Newcastle	September 4–8	*Cairnavon*	Furness Withy
Swansea	September 9–15	*Bristol City*	Furness Withy
Swansea	September 27–30	*New York City*	Furness Withy
Uruguay—			
Montevideo	September 10–15	*Malayan Prince*	Furness Withy
Montevideo	September 16–21	*Bowhill*	Cunard Donaldson
Montevideo	September 25–26	*Mormacstar*	Montreal Shipping
Venezuela—			
La Guaira	September 19–26	†*Apollo* (r)	Saguenay Terminals
Maracaibo	Sept. 29–Oct.1	*Brush*	Swedish American
La Guaira	Aug. 30–Sept. 4	†*Shakespeare Park*	Saguenay Terminals
Puerto Cabello	Sept. 29–Oct. 1	*Brush*	Swedish American
West Indies—			
Bermuda			
Antigua			
Barbados	Aug. 27–Sept. 3	*Canadian Cruiser*	Canadian National
Grenada	Aug. 31–Sept. 9	**Alcoa Pioneer*	Alcoa Steamships
St. Kitts	September 9–17	**Canadian Challenger* (r)	Canadian National
St. Lucia	September 14–23	**Alcoa Planter*	Alcoa Steamships
St. Vincent	Sept. 28–Oct. 7	**A Ship*	Alcoa Steamships
Trinidad	October 1–7	**Canadian Constructor*	Canadian National
Dominica	October 12–21	**A Ship*	Alcoa Steamships
Montserrat			
British Guiana			
Jamaica	Aug. 27–Sept. 2	*Danaholm*	Swedish American
Puerto Rico	Sept. 29–Oct. 1	*Brush*	Swedish American
Bahamas	September 9–17	**Canadian Challenger* (r)	Canadian National
Jamaica	September 10	**Canadian Observer*	Canadian Natinnal
	September 20	*Canadian Victor*	Canadian National
	October 1	*Canadian Leader*	Canadian National
	October 8	*Canadian Conqueror*	Canadian National

Departures from Quebec

Destination	Loading Date	Vessel	Operator or Agent
Netherlands—			
Rotterdam	September 18–19	*Kota Inten*	Furness Withy
Amsterdam			

Departures from Halifax

*Sails from Saint John about three days earlier.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Cuba—			
Santiago	September 17–20	*Dufferin Bell*	Pickford and Black
Newfoundland—			
St. John's	September 1–7	*Ivy Francis*	Rowlings Limited
St. John's	September 3–6	*Fort Amherst*	Furness Withy
St. John's	September 6–8	*Mary Sweeney*	Newfoundland Canada
St. John's	September 8–12	*Newfoundland*	Furness Withy
St. John's	September 10–11	*Atlantic Charter*	Montreal Shipping
St. John's	September 10–13	*Fort Townshend*	Furness Withy
St. John's	September 21–23	*Mary Sweeney*	Newfoundland Canada
Stl John's	September 22–26	*Nova Scotia*	Furness Withy
St. John's	Sept. 28–Oct. 2	*Fort Amherst*	Furness Withy
St. John's	October 10–15	*Newfoundland*	Furness Withy
Corner Brook	September 14–16	*Mary Sweeney*	Newfoundland Canada
Corner Brook	Sept. 29—Oct. 1	*Mary Sweeney*	Newfoundland Canada
St. Pierre et Miquelon	September 10–11	*Atlantic Charter*	Montreal Shipping
United Kingdom—			
Liverpool	September 8–12	*Newfoundland*	Furness Withy
Liverpool	September 22–26	*Nova Scotia*	Furness Withy
Liverpool	October 10–15	*Newfoundland*	Furness Withy
Southampton	September 18	*Aquitania*	Cunard Donaldson
West Indies—	September 10–13	*Fort Amherst*	Furness Withy
Bermuda	September 17–20	*Fort Townshend*	Furness Withy
	October 5–8	*Fort Amherst*	Furness Withy
Jamaica	September 17–20	*Dufferin Bell*	Pickford and Black
Bermuda	September 4–12	**Lady Rodney* (r)	Canadian National
Antigua	October 8–15	**Lady Nevson* (r)	Canadian National
Barbados			
Grenada			
St. Kitts			
St. Lucia			
Trinidad			
Dominica			
Montserrat			

Departures from Saint John

Destination	Loading Date	Vessel	Operator or Agent
Colombia—			
Barranquilla	September 12–13	*Shakespeare Park*	Saguenay Terminals
Dominican Republic—			
Ciudad Trujillo	September 12–13	*Shakespeare Park*	Saguenay Terminals
Haiti—			
Port au Prince	September 12–13	*Shakespeare Park*	Saguenay Terminals
Venezuela—			
La Guaira	September 12–13	*Shakespeare Park*	Saguenay Terminals
Puerto Cabello			

Departures from Vancouver

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates, berths, available cargo space and rates.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East—			
Lourenço Marques.	September 7	*Silversandal*	Dingwall Cotts
Beira			
Lourenço Marques..	Aug. 31–Sept. 17	*Vedby*	North Pacific
Africa-South—			
Cape Town	Aug. 31–Sept. 17	*Vedby*	North Pacific
Port Elizabeth			
East London	September 7	*Silversandal*	Dingwall Cotts
Durban			
Walvis Bay	Aug. 31–Sept. 17	*Vedby*	North Pacific
Argentina—			
Rosario	September 29	*Falkanger*	Empire Shipping
Buenos Aires			
Buenos Aires	September 4	*Mormacsun*	Balfour Guthrie
Buneos Aires	September 22	*Mormacland*	Balfour Guthrie
Australia—			
Townsville	September 15	*Kookaburra*	Empire Shipping
Brisbane			
Sydney			
Melbourne			
Adelaide			
Sydney	September 13	*Aorangi*	Canadian Australasian
Hobart	October 11	*Waitomo*	Canadian Australasian
Melbourne			
Sydney			
Belgium—			
Antwerp	September 7	*Pont Leveque*	Empire Shipping
Antwerp	September 26	*Argentina*	Gardner Johnson
Brazil—			
Rio de Janeiro	September 4	*Mormacsun*	Balfour Guthrie
Santos	September 22	*Mormacland*	Balfour Guthrie
Canal Zone—			
Balboa	September 8	*Santa Juana* (r)	Gardner Johnson
Ceylon—			
Colombo	September 10	*Höegh Merchant*	Dingwall Cotts
Colombo	September 25	*Lombok*	Dingwall Cotts
Colombo	October 18	*Manx Fisher*	Dinwgall Cotts
Chile—			
Valparaiso	September 28	*Falkanger*	Empire Shipping
Arica	September 8	*Santa Juana* (r)	Gardner Johnson
Antofagasta			
Valparaiso			
China—			
Shanghai	September 28	*Vingnes*	Empire Shipping
Tsingtao			
Taku Bar			
Colombia—			
Barranquilla	September 17	*Glimmaren*	Empire Shipping
Buenaventura	September 8	*Santa Juana* (r)	Gardner Johnson
Cartagena	September 4	*Mormacsun*	Balfour Guthrie
	September 22	*Mormacland*	Balfour Guthrie
Cook Islands—			
Raratonga	October 15	*Waitemata*	Canadian Australasian

Departures from Vancouver—*Continued*

Destination	Loading Date	Vessel	Operator or Agent
Ecuador—			
Guayaquil	September 8	*Santa Juana* (r)	Gardner Johnson
Fiji Islands—			
Suva	September 13	*Aorangi*	Canadian Australasian
France—			
Le Havre	September 7	*Pont Leveque*	Empire Shipping
Greece—			
Piraeus	Late September	*A Ship*	Empire Shipping
Hawaii—			
Honolulu	September 13	*Aorangi*	Canadian Australasian
Hong Kong	September 14	*Bougainville*	Balfour Guthrie
	September 28	*Vingnes*	Empire Shipping
	October 14	*Roseville*	Balfour Guthrie
India and Pakistan—			
Bombay	September 25	*Lombok*	Dingwall Cotts
Calcutta	October 18	*Manx Fisher*	Dingwall Cotts
Madras	September 5	*Samarinda*	Dingwall Cotts
Calcutta			
Bombay	September 10	*Höegh Merchant*	Dingwall Cotts
Karachi			
Italy—			
Genoa	Late September	*A Ship*	Empire Shipping
Naples			
Malaya—			
Penang	September 14..	*Bougainville*	Balfour Guthrie
Port Swettenham	October 14	*Roseville*	Balfour Guthrie
Morocco—			
Casablanca	Late September	*A Ship*	Empire Shipping
Netherlands—			
Amsterdam	September 7	*Pont Leveque*	Empire Shipping
Rotterdam			
Netherlands East Indies—			
Batavia	September 5	*Samarinda*	Dingwall Cotts
	September 10	*Hoegh Merchant*	Dingwall Cotts
Soerabaya	September 14	*Bougainville*	Balfour Guthrie
	October 14	*Roseville*	Balfour Guthrie
Netherlands West Indies—			
Curaçao	September 4	*Mormacsun*	Balfour Guthrie
Curaçao	September 22	*Mormacland*	Balfour Guthrie
New Zealand—			
Auckland	September 13	*Aorangi*	Canadian Australasian
Auckland	October 11	*Waitomo*	Canadian Australasian
Wellington			
Auckland	October 11	*Waitemata*	Canadian Australasian
Wellington			
Lyttelton			
Dunedin			
Peru—			
Mollendo	September 8	*Santa Juana* (r)	Gardner Johnson
Mollendo	September 29	*Falkanger*	Empire Shipping
Persian Gulf	September 10	*Höegh Merchant*	Dingwall Cotts
Philippines—			
Manila	September 14	*Bougainville*	Balfour Guthrie
Iloilo	October 14	*Roseville*	Balfour Guthrie
Cebu			

Departures from Vancouver—*Concluded*

Destination	Loading Date	Vessel	Operator or Agent
Philippines—Con.			
Manila	September 5	*Samarinda*	Dingwall Cotts
Manila	September 10	*Hœgh Merchant*	Dingwall Cotts
Manlia	September 25	*Lombok*	Dingwall Cotts
Manila	September 28	*Vingnes*	Empire Shipping
Manila	October 18	*Manx Fisher*	Dingwall Cotts
Singapore	September 14	*Bougainville*	Balfour Guthrie
	October 14	*Roseville*	Balfour Guthrie
Society Islands—			
Papeete	October 15	*Waitomo*	Canadian Australasian
Sweden—			
Stockholm, Gothenburg	September 26	*Argentina* (r)	Gardner Johnson
Trieste	September	*Samuel Colt*	Empire Shipping
United Kingdom—			
Liverpool, Glasgow	Late September	*Carmia*	Balfour Guthrie
London	Aug. 26–Sept. 10	*Lake Atlin*	Canada Shipping
London	Aug. 31–Sept. 7	*Lake Nipigon*	Western Canada
London	September 26	*Argentina* (r)	Gardner Johnson
Uruguay—			
Monevideo	September 4	*Mormacsun*	Balfour Guthrie
Montevideo	September 22	*Mormacland*	Balfour Guthrie
Montevideo	September 29	*Falkanger*	Empire Shipping
Venezuela—			
Maracaibo, La Guaira, Puerto Cabello	September 17	*Glimmaren*	Empire Shipping
Puerto Cabello	September 4	*Mormacsun*	Balfour Guthrie
Puerto Cabello	September 22	*Mormacland*	Balfour Guthrie
West Indies—			
Barbados	September 4	*Mormacsun*	Balfour Guthrie
Barbados	September 22	*Mormacland*	Balfour Guthrie

Steel Production in Bizonia Establishes Record

Frankfurt, August 11, 1948.—(FTS)—Bizonal firms set up a new postwar steel production record last month. Preliminary figures show that steel ingot production for the month of July reached 457,623 tons, which is equal to a 5,500,000-ton annual rate. This is 79,875 tons higher than the previous record figures of 377,748 tons, achieved in June this year.

An official of the German Economic Administration stated that perhaps the most important factor in this "remarkable" increase in output was the increased delivery of coal to the steel industry, which used it exclusively in the fabrication of steel. Other contributing factors were the opening of a number of new blast furnaces as a result of the additional coal available, a pronounced drop in absenteeism, and a slight increase in labour. Increased steel production means a shorter delivery time lag for steel allocated to such vital projects as Reichsbahn repairs, new coal machinery, and to firms working for the export trade.

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Aug. 16	Nominal Quotations Aug. 23
Argentina	Peso	Off.	·2977	·2977
		Free	·2085	·2085
Australia	Pound	....	3·2240	3·2240
Belgium and Belgian Congo	Franc	....	·0228	·0228
Bolivia	Boliviano	....	·0238	·0238
British West Indies (except Jamaica)	Dollar	....	·8396	·8396
Brazil	Cruzerio	....	·0544	·0544
Chile	Peso	Off.	·0517	·0517
		Export	·0322	·0322
Colombia	Peso	....	·5714	·5714
Cuba	Peso	....	1·0000	1·0000
Czechoslovakia	Koruna	....	·0200	·0200
Denmark	Krone	....	·2083	·2083
Ecuador	Sucre	....	·0740	·0740
Egypt	Pound	....	4·1330	4·1330
Eire	Pound	....	4·0300	4·0300
Fiji	Pound	....	3·6306	3·6306
Finland	Markka	....	·0073	·0073
France and French North Africa	Franc	Off.	·0046	·0046
		Free	.0032	.0032
French Empire—African	Franc	....	·0079	·0079
French Pacific Possessions	Franc	....	·0201	·0201
Haiti	Gourde	....	·2000	·2000
Hong Kong	Dollar	....	·2518	·2518
Iceland	Krona	....	·1541	·1541
India	Rupee	....	·3022	·3022
Iraq	Dinar	....	4·0300	4·0300
Italy	Lira	....	·0017	·0017
Jamaica	Pound	....	4·0300	4·0300
Malaya	Dollar	....	·4701	·4701
Mexico	Peso	....	.....	.....
Netherlands	Florin	....	·3769	·3769
Netherlands East Indies	Florin	....	·3769	·3769
Netherlands West Indies	Florin	....	·5302	·5302
New Zealand	Pound	....	3·2402	4·0300
Norway	Krone	....	·2015	·2015
Pakistan	Rupee	....	·3022	·3022
Palestine	Pound	....	4·0300	4·0300
Peru	Sol	....	·1538	·1538
Philippines	Peso	....	·5000	·5000
Portugal	Escudo	....	·0403	·0403
Siam	Baht	....	·1000	·1000
Spain	Peseta	....	·0916	·0916
Sweden	Krona	....	·2783	·2783
Switzerland	Franc	....	·2336	·2336
Turkey	Pound	....	·3571	·3571
Union of South Africa	Pound	....	4·0300	4·0300
United Kingdom	Pound	....	4·0300	4·0300
United States	Dollar	....	1·0000	1·0000
Uruguay	Peso	Controlled	·6583	·6583
		Uncontrolled	·5618	·5618
Venezuela	Bolivar	....	·2985	·2985

Foreign Trade Service

Head Office Directory

The work of the Service is co-ordinated by an executive committee, of which the undernoted directors are members, and the Deputy Minister of the Department of Trade and Commerce is chairman.

Head office personnel, to whom requests should be addressed for specific information concerning their respective divisions, with local government telephone numbers in parentheses, are as follows:

Trade Commissioner Service

Director, G. R. Heasman (2530)

Assistant Director, H. W. Cheney (3058)

Area Officers—

Asia, G. S. Hall (5249)

British Commonwealth, (4404)

Europe, R. T. Young (4404); R. W. Rosenthal (7641); K. Nyenhuis (4404)

Latin America, A. Savard (7641)

Western Representative—H. W. Brighton, 355 Burrard Street, Vancouver, B.C.

Agricultural Officer, T. N. Beaupré (6800)

Export Division

Acting Director, G. A Newman (5983)

Assistant to Director, A. E. Fortington (5670)

Foods Section—Chief, H. A. Gilbert (2380)
Dairy and poultry products, K. L. Melvin (3172)
Fish and fish products, T. R. Kinsella (7385)
Livestock and animal products, D. G. W. Douglas (5859)
Plants and products, G. F. Clingan (7523)

Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)
Agricultural equipment, J. D. Moorman (7168)
Automotive equipment and vehicles, J. J. Kealey (7168)
Chemicals and allied products, S. G. Barkley (7601)
Electrical machinery and equipment, A. S. MacRae (7060)
Iron and steel products, L. G. Dornan (7060)
Machinery and industrial equipment, E. C. Thorne (4082)
Non-ferrous metals and non-metallic minerals, A. M. Tedford (7546)

Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)
Leather, rubber and products, E. G. Gerridzen (3004)
Textiles and apparel, G. R. Poley (3004)

Wood and Paper Section—Chief, G. H. Rochester (4863).
Paper and products, E. Clarke and N. R. Chappell (6974)
Wood and products, G. H. Rochester (4863) and J. C. Dunn (4863)

General Products Section—Chief, W. H. Grant (3209)
General manufactured products, R. J. Handy (5666)
General products, W. H. Grant (3209)
Consumer metal products, E. L. Smith (5666)
Miscellaneous manufactured products, P. G. Jones (4160)

Exporters' Directory—Chief, G. L. Tighe (6681)

Export Permit Branch—Chief, W. F. Bull (6748); Assistant Chief, T. G. Hills (3640)

Token Shipments to United Kingdom—A. E. Fortington (5670)

Foreign Trade Service

Head Office Directory—Concluded

Import Division

Director, Denis Harvey (5417)

Assistant Director, C. F. McGinnis (7163)

Raw Materials Section—Chief, C. F. McGinnis (7163)
Coal, iron and steel (6905)
Drugs, chemicals and non-metallic minerals, P. E. Jensen (6958)
Fibres and textiles, A. C. Fairweather (7815)
Food and groceries, E. B. Paget (4161)
Hides, skins, leather and rubber, F. T. Carten (4965)
Oils and fats, Dr. R. T. Elworthy (5177)
Tin, antimony and other non-ferrous metals (4965)

Manufactured Goods Section—Chief, H. B. Scully (6519)
G. C. Clarke (3873) and G. W. Rahm (6958)

Trade Services Section—Chief, A. J. Langdon (6905)
Commodity research and trade statistics (6905)
Foreign export controls, W. G. Hopkins (6552)
Trade services directory (6905)

Importers' Directory (5823)

General Information (7953)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151 and 7696)

Treaty Research Section—Acting Chief, A. L. Neal (7696 and 5151)
L. E. Couillard (7594)

Foreign Tariffs Section—Chief, G. C. Cowper (2250)
United States, G. C. Cowper (2250)
British Commonwealth, Miss H. K. Potter (2250)
Europe, E. J. McMeekin (5642)
Latin America, H. V. Jarrett (5642)

Industrial Development Division

Director, G. D. Mallory (3819)

Assistant Director, B. R. Hayden (7886)

Administrative Officer, J. H. Boyd (7886)

Transportation and Communications Division

Director, W. J. Fisher (6236)

Publicity Division

Director B. C. Butler (2479)

Assistant Director, J. Fergus Grant (2186)

Advertising and News Section—Chief, R. M. Williams (6588)

Foreign Trade Service Abroad

Officers of the Canadian Trade Commissioner service are located in thirty-seven countries. Trade Commissioners are responsible to headquarters in Ottawa for the development of commercial relations with many other countries within their respective territories, as set forth in the alphabetical list below.

It is recommended that prospective exporters and importers should communicate with the Director of the Trade Commissioner Service, in Ottawa, before discussing their various problems with Trade Commissioners, as much of the information required can be made available to them by officers at headquarters responsible for the various geographical areas.

Country	Post Responsible
Algeria	Paris
Angola	Leopoldville
Argentina	Buenos Aires
Australia	Sydney and Melbourne
Austria	Berne
Azores	Lisbon
Bahamas	Kingston, Jamaica
Barbados	Port of Spain
Belgian Congo	Leopoldville
Belgium	Brussels
Bermuda	New York
Bolivia	Santiago, Chile
Brazil	Rio de Janeiro and São Paulo
British Guiana	Port of Spain
British Honduras	Kingston, Jamaica
Brunei	Singapore
Burma	Bombay
Canal Zone	Bogotá, Colombia
Canary Islands	Lisbon
Ceylon	Bombay
Chile	Santiago
China	Shanghai
Colombia	Bogotá
Costa Rica	Guatemala City
Cuba	Havana
Cyprus	Cairo, Egypt
Czechoslovakia	Berne
Denmark	Oslo, Norway
Dominican Republic	Havana ,Cuba
Ecuador	Lima, Peru
Egypt	Cairo
El Salvador	Guatemala City
England	London and Liverpool
Falkland Islands	Buenos Aires
Federation of Malaya	Singapore
Fiji	Wellington, New Zealand
Finland	Stockholm
France	Paris
French Equatorial Africa	Leopoldville
French Guiana	Port of Spain
French Indo-China	Hong Kong
French Morocco	Paris
French West Indies	Port of Spain
Gambia	London
Gibraltar	Lisbon
Gold Coast	London
Greece	Athens
Greenland	Oslo
Guatemala	Guatemala City
Haiti	Havana, Cuba
Hawaii	Los Angeles
Hong Kong	Hong Kong
Hungary	Berne
Iceland	Glasgow
India	New Delhi and Bombay
Iran (Persia)	Cairo
Iraq (Mesopotamia)	Cairo
Ireland	Dublin
Italy	Rome
Jamaica	Kingston
Kenya	Johannesburg
Leeward Islands	Port of Spain
Libya	Rome
Luxembourg	Brussels
Madagascar	Cape Town
Madeira	Lisbon
Malta	Rome
Mauritius	Cape Town
Mexico	Mexico City
Netherlands	The Hague
Netherlands East Indies	Singapore
Netherlands Guiana	Port of Spain
Netherlands West Indies	Caracas, Venezuela
Newfoundland	St. John's
New Zealand	Wellington
Nicaragua	Guatemala City
Nigeria	London
North Borneo	Singapore
Northern Ireland	Belfast
Northern Rhodesia	Johannesburg
Norway	Oslo
Nyasaland	Johannesburg
Pakistan	Karachi
Palestine	Cairo
Panama	Bogotá, Colombia
Paraguay	Buenos Aires
Peru	Lima
Philippine Islands	Hong Kong
Portugal	Lisbon
Portuguese East Africa	Johannesburg
Puerto Rico	Havana, Cuba
Sarawak	Singapore
Scotland	Glasgow
Siam	Singapore
Sierra Leone	London
Singapore	Singapore
South Africa	Johannesburg and Cape Town
South China	Hong Kong
South-West Africa	Cape Town
Southern Rhodesia	Johannesburg
Spain	Lisbon
Spanish Morocco	Lisbon
Sudan	Cairo
Sweden	Stockholm
Switzerland	Berne
Syria	Cairo
Tanganyika	Johannesburg
Tasmania	Melbourne
Trinidad	Port of Spain
Tunisia	Paris
Turkey	Athens
Uganda	Johannesburg
United States	Washington, New York, Chicago and Los Angeles
United Kingdom	London, Liverpool and Glasgow
Uruguay	Buenos Aires
Venezuela	Caracas
Wales	Liverpool
Western Samoa	Wellington, New Zealand
Windward Islands	Port of Spain
Yugoslavia	Rome

Foreign Trade Service Abroad

Cable address:—*Canadian*, unless otherwise shown.
Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—H. L. Brown, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.
Territory includes Uruguay and Paraguay.

Buenos Aires—W. B. McCullough, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

Australia

Sydney—C. M. Croft, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.
Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Sydney—Dr. W. C. Hopper, Commercial Secretary for Canada (Agricultural Specialist), City Mutual Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Melbourne—F. W. Fraser, Commercial Secretary for Canada, 83 William Street.
Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. Ausman, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373.
Territory includes Angola and French Equatorial Africa.

Belgium

Brussels—B. A. Macdonald, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

Brazil

Rio de Janeiro—Maurice Bélanger, Commercial Secretary, Canadian Embassy, Ed. Metropòle, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

São Paulo—J. C. Depocas, Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—E. H. Maguire, Acting Commercial Secretary, Canadian Embassy, Bank of London and South American Building. Address for letters: Casilla 771.
Territory includes Bolivia.

China

Shanghai—L. M. Cosgrave, Commercial Counsellor for Canada, 27 The Bund. Postal District (0).

Colombia

Bogotá—H. W. Richardson, Acting Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.
Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—Office of the Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.
Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

Cairo—J. M. Boyer, Canadian Government Trade Commissioner, 22 Sharia Kasr el Nil. Address for letters: Post Office Box 1770.
Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria and Iran.

France

Paris—J. P. Manion. Commercial Secretary, Canadian Embassy, 3 rue Scribe.
Territory includes Algeria, French Morocco and Tunisia.

Paris—J. H. Tremblay, Commercial Secretary (Agricultural Specialist), Canadian Embassy, 3 rue Scribe.
Territory includes Belgium, Denmark, France and the Netherlands.

Germany

Frankfurt—B. J. Bachand, Canadian Economic Representative, % Allied Contact Section, H.Q. EUCOM, Frankfurt, A.P.O. 757, U.S. Army.
Cable address, Canadian Frankfurt/Main.

Foreign Trade Service Abroad—Continued

Greece

Athens—T. J. Monty, Commercial Secretary, Canadian Embassy, 31 Vassilissis Sophias Avenue.
Territory includes Turkey.

Guatemala

Guatemala City—C. B. Birkett, Canadian Government Trade Commissioner, Post Office Box 400.
Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

Hong Kong

Hong Kong—K. F. Noble, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.
Territory includes South China, the Philippine Islands and French Indo-China.

India

New Delhi—Richard Grew, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 114.

Bombay—C. R. Gallow, Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.
Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. Priestman, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Belfast—H. L. E. Priestman, Canadian Government Trade Commissioner, 36 Victoria Square.

Italy

Rome—A. P. Bissonnet, Acting Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.
Territory includes Malta, Yugoslavia and Libya.

Jamaica

Kingston—R. V. N. Gordon, Acting Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.
Territory includes the Bahamas and British Honduras.

Mexico

Mexico City—D. S. Cole, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. Langley, Commercial Counsellor, Canadian Embassy, Sophialaan 1-A.

Newfoundland

St. John's—R. Campbell Smith, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

New Zealand

Wellington—P. V. McLane, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 1660.
Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MacDonald, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.
Territory includes Denmark and Greenland.

Pakistan

Karachi—G. A. Browne, Acting Canadian Government Trade Commissioner, The Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.
Territory includes Afghanistan.

Peru

Lima—C. J. Van Tighem, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.
Territory includes Ecuador.

Portugal

Lisbon—L. S. Glass, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.
Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

Singapore

Singapore—Paul Sykes, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.
Territory includes Federation of Malaya, North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

Foreign Trade Service Abroad—Concluded

South Africa

Johannesburg—S. V. Allen, Commercial Secretary for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.
Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.
Cable address, Cantracom.

Cape Town—S. G. Tregaskes, Acting Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.
Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.
Cable address, Cantracom.

Sweden

Stockholm—F. H. Palmer, Commercial Counsellor, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.
Territory includes Finland.

Switzerland

Berne — Yves Lamontagne, Commercial Counsellor, Canadian Legation, Thunstrasse 95.
Territory includes Austria, Czechoslovakia and Hungary.

Trinidad

Port-of-Spain—A. W. Evans, Acting Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.
Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, and the French West Indies.

United Kingdom

London—A. E. Bryan, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.
Cable address, Sleighing, London.

London—R. P. Bower, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.
Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).
Cable address, Sleighing, London.

London—W. B. Gornall, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.
Cable address, Cantracom, London.

London—R. D. Roe, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.
Cable address, Timcom, London.

Liverpool—M. J. Vechsler, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.
Territory includes the Midlands, North of England and Wales.

Glasgow—J. L. Mutter, Canadian Government Trade Commissioner, 200 St. Vincent Street.
Territory covers Scotland and Iceland.
Cable address, Cantracom.

United States

Washington— J. H. English, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

Washington—G. R. Paterson, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. Stewart, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Centre.
Territory includes Bermuda.
Cable address, Cantracom.

Detroit—J. H. Hurley, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit 26, Michigan.

Chicago—Edmond Turcotte, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

Los Angeles—V. E. Duclos, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

San Francisco—H. A. Scott, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street, San Francisco.

Venezuela

Caracas—C. S. Bissett, Canadian Government Trade Commissioner. Address for letters: Canadian Consulate General, 8° Piso, Edificio America, Esq. Veroes.
Territory includes Netherlands West Indies.

Foreign Commercial Representatives in Canada

This directory of Commercial Representatives of Foreign Governments, presently in Canada, is published as a special service to the commercial community. It is requested that any changes in the appointments or addresses be forwarded to the Editor, *Foreign Trade*.

Argentina—Representative of the Argentine Institute of Trade Promotion, 31 St. James Street West, Montreal. Telephone—MArquette 2811.

Australia—Clifton J. Carne, Australian Government Trade Commissioner, Office of the High Commissioner for the Commonwealth of Australia, 24 Sussex Street, Ottawa. Telephone—5-6717.

Belgium—Jean Querton, Consul-General, Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.

Bolivia—Emilio Diaz Romero, Consul-General, Room 205, 1434 St. Catharine Street West, Montreal.

Brazil—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 400 Wilbrod Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Brazilian Embassy, agent of the Department of Trade and Commerce of Brazil, Room 49, 46 Elgin Street, Ottawa. Telephone—5-1486.

British West Indies and British Guiana—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

Chile—Carlos Garcia de la Huerta, First Secretary, Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.

China—Commercial matters in Canada are handled by the Chinese Consulates General in Vancouver, B.C., and Toronto, Ont.; also by the Chinese Consulate in Winnipeg, Man.

Colombia—Jorge Castaño Castillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

Cuba—Dr. Guy Pérez Cisneros, Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

Czechoslovakia — Dr. Miroslav Mareš, Commercial Attaché, Czechoslovak Legation, 171 Clemow Avenue, Ottawa. Telephone—2-1545.

Denmark—Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.

Dominican Republic—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.

Ecuador—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.

France—Bernard Lechartier, Commercial Counsellor and Financial Attaché, French Embassy, 464 Wilbrod Street. Ottawa. Telephone 3-5681.

Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HArbour 2271.

Greece — Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.

Haiti—Philippe Contave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

India—M. R. Ahuja, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

Ireland—Eamonn L. Kennedy, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

Italy—Dr. P. F. Migone, Commercial Attaché, Italian Legation, 133 Sparks Street, Ottawa. Telephone—3-3630.

Lebanon—Maurice J. Tabet, Consul, Consulate of Lebanon, 200 Metcalfe Street, Ottawa. Telephone—2-3155.

Mexico—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LAncaster 2502.

Netherlands—E. L. Hechtermans, Commercial Secretary, Netherlands Embassy, 168 Laurier Avenue East, Ottawa. Telephone—5-7241.

New Zealand—J. A. Malcolm, Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone—LAncaster 4104.

Foreign Commercial Representatives in Canada

Norway—Knut Orre, First Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

Peru—Francisco Pardo de Zela, Commercial Attaché, Peruvian Embassy, 36 Elgin Street, Ottawa. Telephone—5-7201.

Poland — T. Wiewiórowski, Commercial Attaché, Polish Legation, 183 Carling Avenue, Ottawa. Telephones—2-4076 and 2-3233.

Portugal—Dr. Vasco V. Garin, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BElair 1607.

Sweden—Carl-Heurc Nauekhoff, Second Secretary, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

Switzerland—Walter E. A. Jaeggi, Secretary, Swiss Legation, 5 Marlborough Avenue, Ottawa. Telephone—2-5455.

Dr. Frédéric Kaestli, Consul-General, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

I. Sembinelli, Vice-Consul, Room 215, 159 Bay Street, Toronto. Telephone—ELgin 4097.

Turkey—Rifki Zorlu, Counsellor of the Turkish Embassy, Room 560, Chateau Laurier, Ottawa. Telephone—3-4701.

Union of South Africa—J. H. Brand, Commercial Secretary, Office of the High Commissioner for the Union of South Africa, 15 Sussex Street, Ottawa. Telephone—2-1771.

Union of Soviet Socialist Republics—N. S. Skvortsov, Representative of the Commercial Counsellor, Soviet Embassy, 285 Charlotte Street, Ottawa. Telephone—5-4341.

United Kingdom of Great Britain and Northern Ireland — R. K. Jopson, O.B.E., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

A. R. Bruce, Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

P. S. Young, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

J. Paterson, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.

H. Oldham, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—PAcific 4644.

United States of America—Homer S. Fox, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

William L. Kilcoin, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Yugoslavia—Pavle Lukin, Chargé d'Affaires, 259 Daly Avenue, Ottawa. Telephone—5-4966.

For the individual embarking on export trade on his own account the prime requisite is experience, and then capital; without the former the latter may be quickly lost. Foreign tariff and import restrictions, transportation risks, currency and finance problems, credits and the like are shoals on which a new business in inept hands may founder. Capital is needed to tide over the intervals between the time of services rendered or shipments made and actual payment as well as to meet the unexpected demands which frequently arise in export trade. Anyone contemplating export trade as a career is, therefore, well advised to ally himself with an experienced firm until the first requisite of success is acquired. (*See our ABC of Canadian Export Trade, page 5.*)

Associated Agencies Concerned With Development of Foreign Trade

Emergency Import Control Branch

No. 1 Building, Wellington Street

Director General, J. H. Berry (3924)

Import Allotment Division, Director, W. F. Bull (6748)
Capital Goods Division, Director, Denis Harvey (5417)
Project Division, Director, Stanley Burke (5541)

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada; advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Serves as the medium through which wheat, flour, and other cereal products are procured for other countries. It maintains a constant survey of Canada's grain position, respecting supply, transportation, domestic and export demand. The Director is secretary to the Wheat Committee of the Cabinet, and liaison officer between the Department of Trade and Commerce and the Canadian Wheat Board.

Assistant to Director, J. B. Lawrie (5830)

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

Serves as a purchasing agent in Canada for governments of other countries and for international bodies; and, on request, for federal government departments in connection with foreign trade. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects. Cable address—*Cancomco.*

Secretary, J. D. McCarthy (4955)
Comptroller, G. F. Wevill (5316)
General Purchasing Agent, W. J. Atkinson (5767)

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

General Manager, H. T Aitken (2-4828)

Provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold. Cable address—*Excredcorp.*

Chief Credit Officer, A. W. Thomas (2-4828)
Secretary, T. Chase-Casgrain (2-4828)